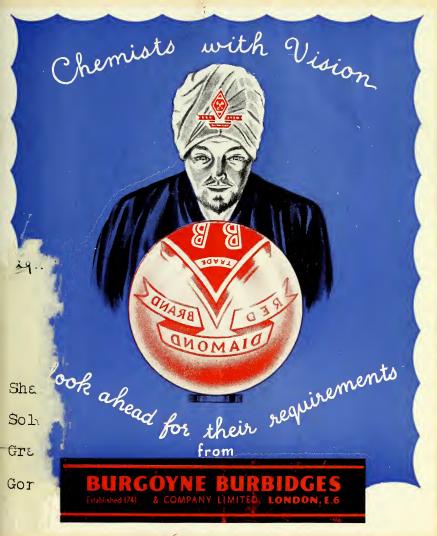
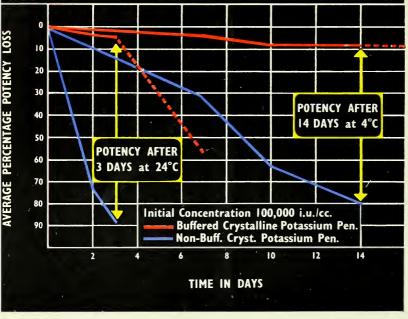
# CHEMIST AND DRUGGIST

RETAILER — WHOLESALER — MANUFACTURER
FEBRUARY 17, 1951



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# CHEMIST AND DRUGGIST

for RETAILER — WHOLESALER — MANUFACTURER
FEBRUARY 17, 1951

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# NEWS OF THE WEEK

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Deaths From Influenza.—The number deaths from influenza registered in the 6 great towns of England and Wales in e week ended February 3 was 1,269, ainst 1,239 in the previous week.

Homoeopathic Quantities on a Label 201

Fifty Years Ago

B.M.A. Cancel S. Africa Meeting. ne British Medical Association has decid not to attend a proposed joint meetg with the Medical Association of South frica in Johannesburg in July.

Tuberculosis Deaths Fall.—The Ministry of Health announces that deaths from berculosis in the first six months of 1950 are 17.7 per cent. less than in the same briod of 1949 (which in turn had shown decline of 5.6 per cent. from 1948). The inistry attributes much of the fall to the e of streptomycin and para-amino-salidic acid,

Retail Trade in December 1950.—
pard of Trade returns show that retail les in independent chemists' shops for e month of December 1950 were 3 per nt. higher than for December 1949 and per cent, higher than for November

1950. The corresponding figures for largescale retailers were 8 per cent. and 56 per cent. respectively.

Sweets Ration to be Increased. — The sweets ration is to be increased to  $5\frac{1}{2}$  oz. a week at the beginning of the next rationing period (February 25). Coupons for ration period No. 11 will be the four D11 and the four E11 coupons on p. 29 of the ration book. The "D" coupons will be worth  $1\frac{1}{2}$  points each and the "E" coupons 4 points each.

Rail Registered Freight Service.—British Railways state that they are restoring on March 1 the "green arrow" registered transits service for full wagon-loads of freight traffic for export (except traffic to Ireland). The fee will be 5s. per consignment in addition to carriage charges. Under the scheme a full consignment of goods is registered through to the port; every railway contact point en route receives an advance advice, by telephone or telegraph, of the consignment's passage, and a constant watch is maintained until the goods are finally delivered. The sender

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can also ascertain in advance when delivery can be effected.

Tax on Hair-waving Adjuncts. — The Treasury is proposing to increase to 100 per cent, the rate of purchase tax on certain hair-waving preparations and appliances. The Order, if made, will have the effect of considerably increasing the retail prices of home permanent-waving outfits and refills (at present charged at 33\frac{1}{3} per cent. tax). Representations from interested parties should be sent in writing to the Commissioners of Customs and Excise, City Gate House, Finsbury Square, London, E.C.2, before February 21.

Changes in Export Licensing Control. —Under an Order (S.I., 1951, No. 203) made by the Board of Trade that came into operation on February 12, export licences are required for all destinations for specified fatty acids, antimony, vanadium and zinc and their alloys in certain forms, nickel ores and concentrates, cobalt compounds, naphthalene, sulphuric acid and anthraquinone. From that date licences are also required for scientific apparatus and various chemicals for export to all destinations other than those specified in Part II of the Third Schedule. Also from February 12, certain vegetable oils, including olive oil, are exempt from export licensing control.

Ceiling Prices in the United States.— The Board of Trade is at present seeking clarification of the general ceiling price regulation in the United States, particularly as it may affect exports to that country. The regulation is a freezing order preliminary to more precise price controls, and it applies to imports and exports as well as to domestic goods, though agricultural commodities, sold by the producer, and a few raw materials, are exempt. The highest prices charged by a particular seller for each commodity during the period from December 19, 1950, to January 25, 1951, become his ceiling prices for all subsequent sales of the same commodities. Certain importers are permitted to pass on price increases for imported goods which they receive after January 26 under contracts entered into on or before that date, but once deliveries on existing contracts have been disposed of, the importer's ceiling price reverts to the basic level. Methods are provided of establishing ceiling prices for new commodities (i.e., those not sold by the supplier during or before the basic

period). The Board of Trade advises exporters to refer to their representatives in the United States of America before in troducing any increase in price other that those provided for in contracts dated of or before January 26.

Storing Celluloid.—In an address given recently under the auspices of the London Industrial Committee, Royal Society fo the Prevention of Accidents, Mr. E. C May (Halex, Ltd.) said that storeroom for celluloid should not be heated an that no local heating should be set u by concentration of sunlight on to th sheets. Storerooms should be built with out windows and away from process rooms The provision of an automatic sprinkle system was valuable. In manufacture "scrap" and sawdust and shavings mus be removed by hand or by suction device to suitable receptacles kept outside th buildings. Smoking must be prohibited and an additional precaution was the pro hibition of carrying lighters, matches, pipes etc. Celluloid film rolls should never b unrolled in the presence of volatile inflam mable liquids. The freedom from fire en joyed by his own company was due t care in the training of operatives. All nev entrants were instructed in precautions and regulations by a foreman or other suitable person.

# LOCAL NEWS

Lorry Wrecks Pharmacy. — An arm lorry crashed into the pharmacy of W. H Dixon & Sons, Ltd., 110 London Road East Grinstead, Sussex, on February 10.

Resolution on Bottle Deposit. — Th Somerset Executive Council on Januar 30 adopted a resolution to be sent to th Minister of Health pressing for a deposi system on medicine bottles. Mr. W. R Maunder, M.P.S., said if they could onl get 50 per cent, back they would cut ou much of the loss.

Jesse Boot Foundation Lecture.—The twenty-fourth Jesse Boot Foundation lecture was delivered at Nottingham University by Professor H. Burn (professor opharmacology, Oxford University) on February 2. He reviewed the research carried out on the endocrine glands during the past fifty-five years.

Censure for Altering Prescription.—The Staffs Executive Council are to send a let ter of warning to a woman patient who presented prescriptions which had beer altered. A letter received from the chemist concerned stated that in his opinion, and that of the doctor; I lb. of glucose had been added to each form by the patient. It was decided to ask the patient to pay for the glucose supplied.

Representatives Entertain.—The home sales representatives of Glaxo Laboratories, Ltd., gave a dinner in London, recently, at which Mr. Charles J. Jephcott (formerly ales manager of the company and broher of Sir Harry Jephcott, chairman and nanaging director of the company) was the guest of honour. During the evening a bouquet was presented to Mrs. Jephcott by Miss R. P. Owers (one of the representative staff).

Eastbourne.—Eastbourne Branch of the Pharmaceutical Society and local Pharmacists' Association held their annual dinner and dance on January 31. The vice presilent of the Society (Mr. F. C. Wilson) esponded to the toast "The Pharmaceucical Society" proposed by Mr. G. Checkey (Branch chairman), and the mayor of Eastbourne responded to "The County brough of Eastbourne." The menu was wrinted in Latin and had been compiled y Mr. R. R. Bennett.

Grimsby Association Dinner.—At the nnual dinner and dance of the Grimsby harmacists' Association held recently, the nayor of Grimsby, proposing the toast to he association, paid tribute to the chemists of Grimsby and district for the faithul service they had rendered to the pubc. Mr. R. C. Mathews (president of the ssociation for twenty-three years) thanked ne association for electing him for yet nother year of office. Mr. Rex Spycee roposed "The Visitors," and Mr. Howard wales, Leeds, replied.

Sunday Rush for Medicine. — At a neeting of the Bradford Executive Council n February 7, Mr. R. Booth, M.P.S., said at at the two pharmacies open for dispenng during the past four Sunday evenings, n January 14 126 prescriptions were made p, on January 21 140, and on January 8 162. On February 4 seventy-six were ispensed at one shop within an hour with staff of three, and at the other twentyne in just over an hour with a staff of wo. Thirty-two prescriptions were dated aturday and prior to Saturday.

Society's Inspector at Harrogate. fter a day of inspections the Harrogate ranch of the Pharmaceutical Society reently welcomed the Society's regional inspector to a meeting at which Mr. W. R. Roberts, barrister-at-law (chief inspector of the Society) gave an address entitled "Recent Developments in Legislation Affecting the Practice of Pharmacy." Mr. Roberts hoped that the name inspector would soon be changed to regional officer, as this would more aptly describe the work of the visiting officer, who was primarily concerned with helping the pharmacist. A draft of new additions and changes to the Poisons Regulations was at the moment being considered and it was hoped that procaine penicillin would be exempt from Schedule I restrictions.

Pharmacists' Problems of Today. -At a meeting of the Mansfield Branch of the Pharmaceutical Society on January 30, Mr. H. Steinman (a member of the Society's Council) advised caution in dealing with demands for the recognition of pharmaceutical technicians. Similar claims were being made by dental mechanics and were being resisted by dentists. The Society had raised the standard of education required in pharmacy but he thought that the entrance to the profession was too The re-introduction of preacademic apprenticeship would prevent many promising recruits from drifting into other professions. Answering questions, Mr. Steinman stated that he deprecated the use of the term "employee pharmacist," and he did not believe that the Society should be all-embracing; some opposition was necessary. He then stated that the place for representation of unorganised pharmacists was Committee C of the Pharmaceutical Whitley Council. He did not approve of the attitude of trade-union side of the Whitley Councils. Mr. Preston Robinson (secretary of the Branch) could not understand Mr. Steinman's objection to the use of "employee pharmacist" as that was a descriptive term. He considered that Mr. Steinman was fundamentally wrong in his attitude to Whitley Councils, which were originally instituted so that both sides could work together for the mutual benefit of their members. Mr. J. Spaanderman doubted whether the membership groups in the proposed new charter were really necessary.

N.P.U. Secretary at Manchester. — A meeting of the Manchester Branch of the National Pharmaceutical Union, on January 16, was addressed by the Union secretary, Mr. H. Noble. His subject was "The Pharmacists' Agenda for 1951." For pharmacists in retail practice, he said, the

agenda would be connected with the pharmaceutical service of the National Health Service. Under pressure from the Contractors' Committee, the oncost cut had been made provisional. That compromise settlement with the Ministry meant that pharmacists would have to justify the oncost percentage by actual figures. In the past few months an attempt had been made to establish dispensing costs. The Union had engaged experienced investigators and felt that they had been able to obtain accurate figures. If the Ministry were prepared to negotiate the Union would go forward. In the average pricing system the Union had found by its 1 per cent, check that over a period of twelve months the margin of error was ±2 per cent. To get paid with reasonable promptitude it was probable that that system would continue for some time. All the same, chemists must press for full pricing. He concluded by defending the system of collective price maintenance. A fair price committee was in being and it would offer resistance to any change. He urged chemists to seek the support of their members of Parliament for the present system.

# SCOTTISH NEWS

Dundee Whist Drive and Dance.—The Dundee and East Scottish Branch of the Pharmaceutical Society helds its annual whist drive and dance in Dundee on January 31. Mr. M. S. Maconochie, M.P.S., was card master and Messrs. D. C. C. Wallace, M.P.S., and J. W. Robertson, M.P.S., joint masters of ceremonies. The



FIRE AT CHEMICAL WORKS.—Smoke rising from inflammable materials at the chemical works of Kay Bros., Reddish, nr. Stockport, which was gutted by fire recently.

guests were welcomed by the chairm: (Miss E. M. Jenkins, M.P.S.).

Glasgow Branch.—The annual dance the Glasgow and South-western Scotti Branch of the Pharmaceutical Society wheld on January 30. At a meeting of the Branch on January 17 Mr. G. Milne welected Vice-president in place of Mr. G. Hame who has relinquished the offifor business reasons.

# IMPORT LICENSING CHANGE

Many new items have been included the Open General Licence and may no be freely imported from the usual list countries. A number of changes have albeen made in the existing list of Ope General Licence articles with effect fro February 15. Details for amending the consolidated list (Appendix II of Notice Importers No. 401) are given in Notic to Importers No. 424.

The following are included in the add tions to the Open General Licence:—

Group 3:—Under Oils, the followir are added: Copaiba; oleine (oleic acid stearine (stearic acid); vitamin A. Perfumery bases, essences and compound natural or synthetic; and mixtures thereo

Group 5:—Ammonium bicarbonath Bone tar, Calcium chloride. Coal tar products, the following:—Anthracene an anthracene oil; benzol and benzene; carbolic acid (phenol); coal tar pitch coke creosote oil; cresylic acid; high boiling ta acids; naphthas, solvent and heavy; naphthalene; tar bases; toluene (toluol). Cyanides. Disinfectants, insecticides and shee and cattle dressings. Ethyl abietate. Fluctine compounds. Formates. Glycerin. Hydrogen peroxide. Lauryl pyridinium chloride. Lime, whether hydrated or not, Magnesium sulphate. Manganese dioxide. Mercury compounds. Oxalates, Pentaerythritol Phosphorus compounds. Saffron. Sulphatitch. Sulphurous acid. Tanning substances, synthetic. Xanthates.

Group 11: Catgut, sterilised. (Importers of therapeutic substances, including sterilised catgut, are reminded that these goods may not be imported except undelicence from the Ministry of Health, the Department of Health for Scotland or the Ministry of Home Affairs for Northern Ireland).

The following are included in the amendments to the Open General Licence:—The item "Sodium compounds, the following . . ." is amended to read "Sodium compounds (including borax)."

# TOPICAL REFLECTIONS

Convincing Reply

Congratulations are due to the pharmasts of Aldershot for their firm handling one of the thoughtless complaints that e arising in the working of the National ealth Service (p. 162). In this incident anel pharmacists may find the essentials a technique for dealing with similar iticisms, the details in each case dependg on the circumstances. I suggest that, the first place, pharmacists thus affected ay tackle the situation without waiting put in motion the machinery of the cal Pharmaceutical Committee, though ere is no reason why that committee ould not be brought into action as well. reply on the Aldershot model, factual d restrained in tone, will in all proba-lity be accepted by the editor of any cal journal in which the original critism appeared. A trace of irony will not amiss, but anything like heavy sarcasm ould be undignified and misplaced. The cal branch of the National Pharmaceutil Union will be the natural body to draw the reply, which can be signed by one more officers of the branch. (Incident-y, the word "Union" may impress the an in the street.) There should then be doubt which is the winning side the controversy. At the Aldershot ttoo, many years ago, I saw a scene presenting the victory of a British miliry force over a group of savages armed th primitive weapons. The victory, morously staged, suggests a like result operations ancillary to the National alth Service.

prenticeship

The address of Mr. R. W. Gillham on e training of apprentices (p. 164) again ngs before us problems inherent in this rt of a student's training. From your ort I gather that Mr. Gillham raises objection to the present position of the termediate examination, which now preles practical work, but holds that prac-al training before "college" makes a ter student, and a better pharmacist, n the same training taken after a college irse. In that view he has the support, pelieve, of the majority of pharmacists retail business. This is really a question which part of the work between passing Intermediate examination and taking Qualifying examination is in the foreund and which in the background. If

the student is being trained during the first part of that time in a shop, the studies necessary for the Qualifying examination form a real and insistent background. If, however, shop training forms a background to a college course at the corresponding time, will it have the same degree of reality in the student's mind as final studies will have in the converse case? It seems very doubtful. A candidate emerging with a diploma from the Qualifying examination is in dreamland if he or she imagines that the routine of a pharmacist's shop work is easily picked up. One point not mentioned in your brief report, though possibly raised by the speaker or by someone in his audience, is the invasion of the time of male students by a compulsory period of service in one of the Forces. This period renders qualification later than it would otherwise be, and rather strengthens than weakens Mr. Gillham's plea for practical training before the final course of study.

#### To Increase Turnover

On first looking at Dr. H. Catleen's article on the success of a "small" exporter (pp. 186-87), I wondered whether it was of general interest: on reading it, I am convinced that it is. Manifestly we cannot all be exporters; but everyone who is in business can, with benefit, think over the steps by which the success described has been attained. The point is that some of the methods adopted by this exporter are applicable to many kinds of business. I have heard an objection raised to certain modern commercial methods on the ground that they do not necessarily increase profits. But the same kind of remark was made, probably, when tally sticks were replaced by ledgers. Nothing of its kind can be better than the supply of full particulars of goods listed in your contribu-tor's paragraph headed "The Offer." That is undoubtedly the most satisfactory way of inviting business, and the supplier deserves to succeed. Other excellent ideas the "correspondence follow-up scheme" and the quarterly issue of new offers or new suggestions. In these days of quickly changing prices, one cannot be too careful in noting the movement-all of it, I fear—in the upward direction. wholesaler told me recently that he makes it a practice each day to list and to keep before him any new prices that may have been notified on that day. Xrayser

# **COMPANY NEWS**

Allen & Hanburys, Ltd.—Underwriting arrangements are being completed for the issue of £1,000,000 4 per cent. first mortgage debenture stock 1956-71 at £98½ per cent. and it is anticipated that the subscription list will open and close on February 22. Preferential consideration is to be given to shareholders, holders of the company's debentures repaid on October 31, 1950, staff, the medical profession and trade customers. Copies of the prospectus and forms of application will be available on February 19, from Barclays Bank, Ltd., and branches.

F. W. BERK & Co., LTD.—The directors are calling an extraordinary general meeting on March 12 to approve an increase in the authorised share capital of the company to £600,000. The present capital is £350,000. They propose the creation of 2 million additional ordinary shares of 2s. 6d. each and offer to ordinary shareholders on the register on March 12 800,000 ordinary shares in the proportion of two new ordinary shares for every three then held, at a price to be decided later. The directors also propose the capitalisation of £150,000, part of the amount now standing to the credit of the company's reserves, to be used in paying up in full 1,200,000 additional ordinary shares, to be allotted to ordinary shareholders in the proportion of one new share for every ordinary share held on that date. The two million additional shares will rank for any dividend payable on the company's ordinary capital for the year ending December 31, 1951, and in all other respects pari passu with the existing ordinary shares, but will not rank for any final dividend declared in respect of the year ended December 31, 1950.

# New Companies

WARDLEIGH PRODUCTS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturing chemists, etc. Samuel Gourley, M.R.C.V.S., director. R.O.: I Edward Street, Brighton.

DRUMLEE, LTD. (P.C.).—Registered in Dublin. Capital £1,000. To carry on the business of pharmaceutical chemists, etc. First directors are not named. R.O.: 12 College Green, Dublin.

Rusco, Ltd. (P.C.).—Capital £1,000. To carry on the business of manufacturing and general chemists, etc. Eardley E. Rus-

sell, M.P.S., and May V. Russell, directors. R.O.: The West Wynd, Letchworth, Herts.

J. MAIR, LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturing, pharmaceutical and general chemists, etc. Joseph Mair, M.P.S., and Stanley G. D'Eath, directors. R.O.: 93 Katherine Road, London, E.6.

L. A. N. Curie (Chemists), Ltd. (P.C.).—Capital £1,000. To carry on the business of wholesale and retail chemists and druggists, etc. First directors are not named. Solicitors: Messrs. Lucien Fior, 14 Manchester Square, London, W.1.

SYDNEY RICHMAN & Co., Ltd. (P.C.).—Capital £1,000. To carry on the business of manufacturing, dispensing chemists, etc. Sydney Richman and Sheila Richman, directors. R.O.: 3 Sockaway Road, Southsea, Portsmouth.

# Voluntary Liquidations

LINDUM DRUG STORES, LTD., chemists, 35 Canwick Road, Lincoln. Liquidator: George H. Kelsey, 340 High Street, Lincoln.

C. W. Monk, Ltd., pharmaceutical chemists, 35 Clifton Street, Blackpool. Liquidator: Frank H. Walsh, C.A., address as above.

T. J. FAVELL & Co., LTD., manufacturing chemists, 192 Seven Sisters Road, Finsbury Park, London, N.4. Liquidator: Harold Evans, 39 St. James's Street, S.W.I.

DE LA RUE EXTRUSIONS, LTD.—Thomas De la Rue & Co., Ltd., announce that, to facilitate the operation of their industrial group, this wholly-owned subsidiary company has been placed in voluntary liquidation and its assets and liabilities taken over by the parent company, Thomas De La Rue & Co., Ltd. The business will in future operate under the plastics division of the company. No change in personnel is involved.

# **BUSINESS CHANGES**

POTTER & CLARKE, LTD., have appointed Mr. J. F. Sanger, M.P.S., 51 Duncombe Road, Bengeo, Hertford, to be their representative in west and north London.

Thos. Christy & Co., Ltd., North Lane, Aldershot, Hants, have appointed Mr. J. T. Pollard, M.P.S., to be their representative in west Lancs, west Yorks and north Ches.

# CHEMISTS FEDERATION

AT a meeting of the Chemists Federation Council on February 8 the following companies were re-elected to represent manufacturers on the Council for the two years ending January 31, 1953: Allen & Han-burys, Ltd., Evans Medical Supplies, Ltd., Meggeson & Co., Ltd., and Parke, Davis & Co. The following companies were reelected to represent section A wholesalers on the Council for the same period: Ayrton, Saunders & Co., Ltd., and May, Roberts & Co., Ltd. Messrs, G. A. Mallinson, S. J. Stearn and W. J. Tristram were appointed by the National Pharmaceutical Union Executive to serve as retailers' representatives on the C.F. Council for a period of two years. Mr. W. T. Elder was appointed retailers' representative by the executive committee of the Scottish Pharmaceutical Federation, to serve for a further period of two years. The following officers of the Federation were elected to office for the year ending January 31, 1952: President, Mr. Norman Dewey; Vicepresident, Mr. W. T. Elder; Treasurer, Mr. L. Boon. The following were elected to the Standards Committee: Messrs. E. A. Brocklehurst, G. E. Mann, R. C. Feather, S. J. Stearn, D. W. Hudson, D. J. Steel, C. H. Jones, W. John Tristram, S. M. Lennox, H. L. F. Walton, G. A. Mallinson, Norman Dewey (ex-officio) and W. T. Elder (ex-officio), and the following to the Propaganda Committee: Messrs. L. Boon, F. E. Mellor, A. Chapman, K. G. Patteson, Norman Dewey, L. D. Smith, G. A. Mallinson, H. Steinman, W. T. Elder (ex-officio), and J. Caldwell (retail ers' representative for N. Ireland, exofficio member of both committees), and the following to the Finance and Establishment Committee: The president, vice-president, treasurer, Mr. R. C. Feather, Mr. G. A. Mallinson and Mr. L. D. Smith. Mr. R. J. Jeffers (Allen & Hanburys, Ltd.) was re elected manufacturers' representative on the Northern Ireland C.F. Committee for two years. The following additions to schedules of C.F. agreements were accepted: Forsters (Pharmaceuticals), Ltd. (Lixafans), and Parke, Davis & Co. (Abidec capsules).

# **PERSONALITIES**

Mr. H. M. Hirst announces that he will not seek re-election at the forthcoming Pharmaceutical Society Council elections.
Mr. John S. Reynolds, M.P.S., who in charge of the dispensary of Michaels



Bros. (Chemists), Ltd., Kensington (see C. & D., January 20, p. 80), was apprenticed with his father, Mr. W. Reynolds, in the pharmacy of H. M. Johnson & Co. (Blackpool), Ltd. and qualified after study at the of the College Pharmace utical London, Society, The folin 1945.

lowing year he took post as an assistant with Thomson & 'aylor, Ltd., Bombay, India. After six ionths he was appointed joint manager, and later manager of their pharmacy, one the largest in India. He returned to ingland in 1949, and after a period of anagership at the Cricklewood, London,

branch of Richards & Curtis (Dispensing Chemists), Ltd., joined Michaels Bros.

MR. H. T. THOMAS, M.P.S., the new vice-chairman of the Executive of the Scottish Department of the Pharmaceutical Society, has been a member of the Executive continuously since 1939, except for a period during the second world war when he served in the Royal Navy. Mr. Thomas qualified in 1926 after an apprenticeship with J. M. Massey & Co., Kelso. He then spent a short time at the Royal Infirmary, Edinburgh before returning to J. M. Massey & Co., in 1928. In 1936 he took over the business as sole partner. His chief interests are in the more professional aspects of pharmacy, particularly in education. The preparation of sterile products and biochemical analysis comprises the greater part of his work, and his biochemical laboratory, which is part of his pharmacy, is recognised by the Regional Hospital Board and serves all hospitals and doctors in the counties of Roxburgh, Berwick and Selkirk. Mr. Thomas read a paper on his work at the evening meeting of the Pharmaceutical Society's Scottish Department in December 1949 (C. & D., 1950.I.14). While in the Navy he rose to the rank of Commander, R.N.V.R.

### **BIRTHS**

Britton. — At Firs nursing home, Nottingham on February 11, the wife of Jack Britton, M.P.S., 52 Teesdale Road, Nottingham, superintendent chemist of Nottingham Co-operative Chemists, Ltd., of a son.

FORBES. — At the Rubislaw nursing home, Aberdeen, on January 29, Frances, the wife of James McConnachie Forbes, Lonach, The Square, Tarland, Aberdeens, of a son.

Orr.—At Central Hospital, Irvine, Ayrs, on February 4, Barbara, wife of Andrew Orr, M.P.S., 10 Hillcrest Drive, Stevenston, Ayrs, of a daughter.

### **DEATHS**

Adshead.—At his home, 2 Hill View Gardens, North Harrow, Middlesex, suddenly, on February 10, Mr. Frederick Adshead, M.A. (formerly headmaster of the Royal Commercial Travellers' School, Hatch End, Middlesex), aged eighty-seven.

BUTCHER.—On January 26, Mr. Frank Ernest Butcher, aged seventy-seven. Mr. Butcher, who was a director of Ensign, Ltd., until he retired in 1937, entered the photographic trade in 1897 when he joined his brother in the business of William Butcher & Sons. He was mainly responsible for developing their overseas trade and in the course of his duties made several journeys round the world. He became well known in every country where photography was practised.

Collins.—Recently, as a result of pneumonia following influenza, Mr. J. L. L. Collins (assistant buyer for W. Shadforth & Co., 44 London Road, Romford, Essex). Mr. Collins had been with the company for seven years. The funeral was attended by directors of Shadforth Prescription Service, Ltd., and its subsidiary organisations.

DE ST. DALMAS.—On January 31, Mrs. Mary Elizabeth Emeric de St. Dalmas (widow of the late Mr. William H. Emeric de St. Dalmas, a founder of A. de St. Dalmas & Co., now Dalmas, Ltd., Leicesster), aged eighty-nine.

Donington. — On February 1, Mr. Robert Spencer Donington, Ph.C., 22 Welland Terrace, Spalding, Lincs, aged eighty-three. Mr. Donington was in partnership with the late Mr. J. W. Hearnshaw, M.P.S., from 1895 until 1922. The business was sold and a wholesale business

established. Mr. Donington retired 1934. He was a prominent member of th Methodist Church and was a lay preache for over fifty years. Mr. Donington was former chairman of the Spalding urba district council and during a long ter as a councillor served on many committee He was a magistrate for a long period an was a Commissioner of Taxes. Mr. Spencer writes: When I first came Spalding 25 years ago Mr. R. S. Doning ton was probably the first man I met. H at once took a fatherly interest in my we fare and gave me much wise counsel ar information regarding local conditionswhich was very useful to a young pharm cist starting his own business. We r mained firm friends until his death. H often called at my pharmacy and regale me with vivid accounts of his early di pensing experiences in London and of tl notable physicians and patients he hamet. He had an attractive and whimsic personality which served him well whe taking part in election campaigning ar public meetings. A keen debater, he w always in demand as a platform speake It was perhaps as a fellow Methodist th I knew him best. In pharmaceutical, civi and religious life Robert Spencer Donin ton will be remembered with affection ar gratitude.

HEPBURN.—On February 6, Mr. Robe Jones Knight Hepburn, M.P.S., 125 Hig Street, Oldbury, Suffolk. Mr. Hepbur qualified in 1905.

Skerrett.—At Blantyre Hospital, Nyas land, recently, Mr. Percy William Ske rett, O.B.E., founder of Nyasaland Pha macies, Ltd., aged seventy-five. M Skerrett qualified as a chemist and drugist in 1900 and, after gaining experient in South Africa and Southern Rhodesi started in business in Nyasaland in 1922

SMITH. — At Gardenstown, Banffs, of January 31, Mr. Edward James Smit M.P.S. Mr. Smith qualified in 1934.

SMITH.—On January 27, Mr. Willia Davidson Smith, M.P.S., 26 Balmor Place, Aberdeen, aged seventy-eight. M Smith qualified in 1896.

TUCKNOTT. — At his home, 36 Hi Crest Road, Newhaven, Sussex, on Febri ary 7, after a long illness, Mr. Willia Alfred Tucknott, M.P.S., aged fifty-seve. Mr. Tucknott had been in business in Nev haven for about thirty years, and had shol in Bridge Street and High Street.

# HOMŒOPATHIC QUANTITIES ON A LABEL

T Blackburn magistrates' court on Febuary 7, New Era Laboratories, Ltd., Cecil Iouse, Holborn Viaduct, London, E.C.1, ere summoned for affixing to a bottle of fervone tablets sold by the pliarmaceutial branch of the Blackburn Co-operative al branch of the Blackburn Co-operative ociety, Ltd., a label calculated to misad, in that it described the ingredients of the tablets as "Ingredients B.H.P., alcii Phosphas, 3x. 20%. Potassii Phosphas, 3x. 20%, Magnesii Phosphas, 3x. 20%, Potassii Phosphas, 3x. 20%, Potassii Chloridum, 3x. 20%," whereas in fact ach of the named ingredients constituted only 0.02 per cent. The assistant solicitor of the Blackburn, Corporation, appeared the Blackburn, Corporation, appeared the Blackburn Corporation appeared or the prosecution. Mr. H. Glyn-Jones, .C., appeared for the defence. The chairan of the Bench, which included Dr. W. riggs, was Mr. W. E. Woolley, M.P.S. rosecuting solicitor said that on Decemer 18, 1950, a sampling officer purchased vo bottles of Nervone tablets from the urthergate branch of the co-operative soety. The tablets were sent for analysis nd found to contain 99.7 per cent. lacose hydrate, a substance not mentioned n the label. The label, which formed the ibject of the summons, listed five other gredients in such a way as to suggest lat each of the five constituted 20 per ent. of the whole. It might be said that me difference was made by the letters B.H.P." and the hieroglyphics "3 x." le was informed that "B.H.P." stood or British Homeopathic Pharmacopeia nd that "3 x." indicated that the sub-ance had been diluted to 1 in 1,000, hich was in fact what the analysis reealed.

#### nalyst's Evidence

The deputy analyst to the City of Liverool stated that he had received a sample
Nervone and analysed it. He read the
retificate stating that, in his opinion, the
bel was misleading in that it implied
lat the proportion of each of the five
amed ingredients amounted to 20 per
nt., whereas in fact the quantities were
it he order of 0.02 per cent. He had not
nown what "B.H.P." meant, but on inuiry had ascertained the meaning and
so that the term "3 x." referred to a
ilution of the active ingredients. He
und a truth in the label if one knew
hat the terms stood for, but contended
at it was misleading, insofar as the last
lition of the British Homeopathic Phar-

macopæia was published in 1882, and it had been out of print, he was informed,

since 1928.

Mr. Glyn-Jones handed the analyst a tin of Gee's linctus pastilles and asked him to read the formula printed on the tin. In reply to Counsel's question as to whether the formula would be understood by the general public, the analyst answered "No." Mr. Glyn-Jones suggested that it was no test of the legality of a label to say that the formula was expressed in technical terms, so long as the terms used were recognised by the expert. The analyst admitted that he was not aware that homeopathy was officially recognised by Act of Parliament by virtue of the Faculty of Homœopathy Act, 1950 (a copy of which was produced), and was remin-ded by Mr. Glyn-Jones that the Minister of Health had made homeopathic treat-ment available under the National Health Scheme and that hospitals where homeopathy was practised were officially recognised. Referring to the addition to common salt of one part per million of iodine, Mr. Glyn-Jones remarked that it represented a dilution far greater than that employed in the preparation of Nervone. If a homocopathic physician wished to prescribe the ingredients of Nervone, he would write his prescription in exactly the same way as the ingredients were stated on the label, because that was the recognised and accepted form.

#### Method of Stating Dilutions

Dr. Henry Edward Cox, D.Sc., Ph.D., F.R.I.C. (public analyst for the borough of Hampstead and for the County of Cornwall), said he had analysed a sample of Nervone tablets, and his analysis concurred with that of the Liverpool city analyst and with the declaration on the label. wording of the declaration showed that the package contained a homœopathic medicine. That was clearly indicated by the letters "B.H.P." and by the symbol "3 x." which appeared after the Latin name of each chemical substance. thought that even the size and form of the tablets suggested the homœopathic product. In his opinion the statement of ingredients was accurate, and indeed he saw no way in which the ingredients could be more accurately set out. Dr. Cox referred to the method prescribed in the Homœopathic Pharmacopæia for the making of triturations and to the system of dilution by decimal stages used in homocopathic practice.

Mr. H. E. Chapman, M.P.S., F.C.S., barrister-at-law, said he had had five years' experience in the dispensing and preparation of homeopathic medicines in a homeopathic pharmacy and in the dispensary of a recognised homeopathic hospital, and was well acquainted with the method used for the labelling of homocopathic medicines put up for sale to the public. In his opinion the label on Nervone was in no way calculated to mislead as to the substance of the drug. In cross-examination he maintained that the homeopathic designations on the label were no more and no less likely to mislead the ordinary purchaser than the method employed to set out the

formula of many other proprietary medicines. The public were not likely to undestand many of them.

Addressing the Bench, Mr. Glyn-Jor said that it could not be held that t label was misleading because the ordina members of the public did not understar it. That test was useless. "If you do n understand a thing you may be mystifie but you cannot be misled."

The magistrates retired to consider to case, and on their return to court to chairman announced that the summo would be dismissed. In response to M Glyn-Jones's application for costs, to Bench allowed defendants £26 5s.

# THE WEEK IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

AT question time on February 6, MR. J. HUDSON asked the President of the Board of Trade whether, in view of the policy to prohibit United Kingdom manufacturers from using zinc, brass and copper in the manufacture of certain goods, any decision had been reached in respect of the import of similar goods. MR. HAROLD WILSON replied that the Government had come to the conclusion that since restrictions on imports imposed by one or more countries would have a very limited effect in saving scarce raw materials, it would be preferable to deal with the problem by consulting the other countries concerned on ways of restricting non-essential uses.

#### Shaving Brushes in Armed Forces

MR. R. S. Russell asked the War Minister on February 6 if it was compulsory for soldiers to possess a shaving brush; if they were issued free on demand; and the cost of any such issue. Mr. John STRACHEY replied: It is no longer compulsory for soldiers to possess a shaving brush. No shaving brushes are now issued by the War Department, the free initial issue of shaving brushes having ceased in 1943. MR. RUSSELL also asked the Air Minister "if, in order to economise on unnecessary equipment, he will now modify regulations so that Service men who do not use a shaving brush will not be compelled to possess one." Mr. Arthur Henderson replied, "Yes."

#### Alkali Works (Scotland) Bill

On February 6, the Alkali, etc., Works Regulations (Scotland) Bill, deemed to have been read a second time, was committed to the Scottish Standing Committee.

### Exemption from Service

MR. J. A. BOYD-CARPENTER asked the Minister of Labour on February 8 to male a statement as to the occupations which hintended to treat as reserved occupation for the purpose of the recall of Reservis and in an emergency. MR. ANEURIN BEVA replied: These lists are at present provision and subject to change. Consultation of them with the two sides of industry about to begin, and they could not at the stage usefully be published. On securit grounds it is desirable not to publish the earlier than necessary.

MR. P. F. REMNANT asked the Ministe of Labour on the same day, if apprentice in Z and G reserves would be exempte from call up. MR. ANEURIN BEVAN replied that apprentices in occupations whice would be of special importance in an emergency would not be recalled.

#### B.C.G. Vaccine

MR. S. S. AWBERY asked the Ministe of Health on February 8 if he would tak steps to permit general practitioners t inoculate with B.C.G. vaccine and to giv them discretionary powers in closed cast to send an inoculated child away fror home. MR. H. A. MARQUAND replied Research into the use of B.C.G. in Britai is still continuing, and I am advised tha any general or indiscriminate distribution of the vaccine would not be prudent a present.

#### Census of Distribution

LORD HINCHINGBROOKE was informed by the President of the Board of Trade (Mr Harold Wilson) on February 8 that he would not cancel or suspend the proposed census of distribution. February 17, 1951



# NEWS IN PICTURES

BELFAST SILVER
JUBILEE. — Left to
right: Mr. H. W.
Gamble (president of
the Society), Dame
Dehra Parker, D.B.E.
(Minister of Health
and Local Government),
Mrs. H. W. Gamble,
and Mr. F. C. Wilson
(vice-president, Pharmaceutical Society of
Great Britain). For
report, see C. & D.,
February 10, p. 175.







Left: PRESIDENT AT ST. AUSTELL. Mr. A. A. Meldrum with officers and friends of the Cornish Branch and urban council chairman at its third annual dinner recently.

Right: AT U.S. WORKS. Professor Frederick E. King (Sir Jesse Boot Professor of chemistry, University of Nottingham), centre, at the Smith, Kline & French Laboratories, Philadelphia, recently.

IRISH CHEMISTS' AND STUDENTS' DANCE.—
The committee with the president of the Pharmaceutical Society (Mr. T. C. Scott). The picture appeared in last week's issue with a wrong caption.

# PROPRIETARY ARTICLES TRADE ASSOCIATION

Alterations to Protected List (Part 1). Continental Laboratories, Ltd., Carovit chlorophyll tablets, 100's, 29s. doz., tax 331 per cent., inclusive retail price 4s. 3½d. Codoforme Botol tablets, 20's, 31s. 6d. doz., tax  $33\frac{1}{3}$  per cent., i.r.p. 4s.  $4\frac{1}{2}$ d. Entrosalyl (standard) capsules, 4s.  $4\frac{1}{2}$ d. Entrosalyl (standard) capsules, 50's, 32s. doz., tax  $33\frac{1}{3}$  per cent., i.r.p. 4s. 102d. Lactobyl tablets: 50's, 29s. doz., tax  $33\frac{1}{3}$  per cent., i.r.p. 4s.  $3\frac{1}{2}$ d,; 500's, 242s. doz., tax 33\frac{1}{3} per cent., i.r.p. 36s. 6d. Taxol tablets: 50's, 29s. doz., tax 33\frac{1}{3} per cent., i.r.p. 4s. 3½d.; 100's, 52s. 3d. doz., tax 331 per cent., i.r.p. 7s. 8d. Uralysol granules, 3-oz. bottle, 36s. doz., tax  $33\frac{1}{3}$  per cent., i.r.p. 5s. Veinotrope tablets (male or female), 42's, 40s. 6d. doz., tax 33\frac{1}{3} per

cent., i.r.p. 5s. 7d.
Crookes Laboratories, Ltd., Neo-Ferrum, 4-oz., 32s. doz., tax 331 per cent., i.r.p. 4s. 11d. Neo-Ferrum tablets, 50's, 40s. doz.,

tax 333 per cent., i.r.p. 6s. 1d.

Edme, Ltd., Autumn Sun malt and oil: 1-lb., 20s. doz., 2s. 4d.; 2-lb., 38s. doz.,

4s. 5d. (both exempt from tax).

Evans, Gadd & Co., Ltd., Corner's oils, 24s. doz., tax 33<sup>1</sup>/<sub>3</sub> per cent., i.r.p. 3s. 8d. Grimwade, Ridiey & Co. (Ipswich), Ltd., new size, Bagshaw's foot-rot dressing, 132s. doz., tax 331/2 per cent., i.r.p. 18s. Subject to 10 per cent. on 4 doz. 3s. 2d. size or equivalent.

Hobson, Trimble & Co., Ltd., Hobson's choice strapping plaister, 3-doz. lots, 4s. 3d., 2d.; 6-doz. lots, 8s., 2d.; 12-doz. lots, 15s., 2d. (all exempt from tax).

Hommel's Hæmatogen & Drug Co., Sedin liquid, 42s. doz., tax 333 per cent., i.r.p. 6s. 2d. Trisan, 50s. 6d. doz., 6s.

(exempt tax).

Iglodine Co., Ltd., Iglodine antiseptic, 3-0z., 9s. doz., £2 10s. assorted orders, 8s. 11d. doz., tax 33\frac{1}{3} per cent., i.r.p. 1s. 3d. First-aid outfit, 32s. 6d. doz., £2 10s.; assorted orders, 30s. 8d. doz.,

3s. 6d. (exempt from tax).

International Chemical Co., Ltd., Anadin tablets: 20's, 13s. 3d. doz., tax 33\frac{1}{3} per cent., i.r.p. 1s. 10d.; 50's, 26s. 6d. doz., tax 333 per cent., i.r.p. 3s. 8d. Bisodol tablets: 30's, 11s. 3d. doz., tax 333 per cent., i.r.p. 1s. 7d.; 100's, 27s. 9d. doz., tax 333 per cent., i.r.p. 3s. 10d. Pineate honey cough syrup, 16s. 3d. doz., tax 331 per cent., i.r.p. 2s. 3d.

International Laboratories, Ltd., New, F99 two-way skin treatment, capsules, 20's, 96s. doz., tax 333 per cent., i.r.p. 14s. 8d. 90's, 356s. doz., tax 33\frac{1}{3} per cent., i.r. 54s. 5d. New, ointment, 2-oz., 64s. doz tax 333 per cent., i.r.p. 9s. 10d.; 18-02

476s, doz., tax 33\(\frac{1}{2}\) per cent., i.r.p. 72s. 90

Eli Lilly & Co., Ltd., Amytal bran amylobarbitone tablets, No. 1564 (ne product), gr.  $\frac{1}{8}$ : 40's, 12s. doz., 1s. 6d 500's, 8s. each, 12s. No. 1678, gr. ½, 40' 16s. doz., 2s.; 500's, 10s. each, 15s.; 100' 32s. doz., 4s. New size, Bilron brand iro bile salts (Pulvules 241), 100's, 168s. doz tax 338 per cent., i.r.p. 25s. 8d. New size Ephedrine and Amytal (Pulvules No. 44) 100's, 120s. doz., 15s. New size, Lextro brand liver-stomach concentrate with fer ric iron and vitamin B complex (Pulvule No. 55), 500's, 53s. 4d. each, 8os. (all ex empt from tax).

Lofthouse & Saltmer, Ltd., Losall's for rot ointment, 18s. doz., tax 333 per cent

i.r.n. 2s. 9d. H. R. Napp, Ltd. Abecedin tablets bonus terms deleted. Standard wholesalprice for 1,000's, 133s. 12d. doz. Sorosi dermal ointment (new product), 18s. doz.

tax 331 per cent., i.r.p. 2s. 6d.

Nepera Chemical Co., Inc. (sole agent and manufacturers: Menley & James, Ltd. New, Mandelamine, bottle of sixty, 51s doz., tax 331 per cent., i.r.p. 7s. 1d. New Pyridium, bottle of twenty-five, 42s. 9d doz., tax 333 per cent., i.r.p. 5s. 11d.

Smith Kline & French International Co (sole agents and manufacturers, Menley & James, Ltd.). Eskacillin, new pack, 1358 doz., 15s. (exempt tax). Eskamel, new pack, 32s. 6d. doz., tax 333 per cent. i.r.p. 4s. 6d. Pendex, new pack, 63s. doz.

7s. (exempt from tax). Thompson & Capper Wholesale, Ltd. Cornol corn remover, 12s. doz., tax 33 per cent., i.r.p. 1s. 9d. Quinphos tonic liquid or tablets: Small, 12s. doz., tax 331 per cent., i.r.p. 1s. 9d.; medium, 30s. doz., tax 331 per cent., i.r.p. 4s. 6d. (large size deleted). Q.A. brand quick-acting aspirin tablets, 25's, 6s. doz., tax 33\frac{1}{3} per cent., i.r.p. 1s.; 100's, 15s. 6d. doz., tax 33<sup>1</sup>/<sub>3</sub> per cent., i.r.p. 2s. 6d. Varicones remedy for piles, 13s. 6d. doz., tax 331 per cent., i.r.p. 2s. 32s. doz., tax 333 per cent., i.r.p. 5s. 57s. doz., tax 333 per cent.,

Deletion from Protected List (Part 1). -Brand's plain invalid calf's foot jelly.

# TRADE NOTES

Gee's Linctus Pastilles. — Rodmill hemical Co., Ltd., 49 St. Anne Street, iverpool 3, are now offering pastilles of Jee's Linctus B.P.C. in 1-oz. packets.

Easter Pack. — On another page the Datine Co., Ltd., 44 Kennington Lane, ondon, S.E.II, draw attention to a speial Easter pack in which Ebe products re available.

New Soft Drinks.—H. W. Carter & lo., Ltd., Coleford, Glos, manufacturers of libena blackcurrant juice, are launching nder the name Quosh a new range of uit squashes, cordials and milk-shake yrups to the trade on March 1 and to the ublic on April 1. The products are being ationally advertised.

Help in Marketing a Speciality.—Forters (Pharmaceuticals), Ltd., Seaham, co. Durham, offer to place at the disposal of ther manufacturers their experience in narketing an "ethical" proprietary (see 181). They will answer, without charge, ny queries not involving a great deal f research. Should the number of inquiies received become too great, a charge nay have to be imposed, but due notice vill be given of that. At the present time he company's addressing machine is not eing used to capacity, and where a proluct is suitable they are willing to include t on the cards at a reasonable charge, up o the capacity of the machine, and proided the mailings are not unduly frequent. hey also claim to have devised an im-roved follow-up system. Messrs. Forsters vould welcome the comments of chemists n their use of gummed price stickers, which, incidentally, provide a prima facie ase for the chemist to receive payment for n "original" pack.

Price Changes.—As a result of the desision of the Ministry of Food to increase he prices of oils and fats and to raise the etail selling price of toilet soaps, Allen & Hanburys, Ltd., Bethnal Green, London, E.2, increased on February 5 the prices of Allenburys baby soap and Allenburys basic soap.—Altered prices of the ollowing medical products issued by The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, came into effect on February 1: B'soxyl; carbachol; deoxycortone acetate, B.D.H.; Ergodex; thanolamine oleate; iodoxyl; methyl hiouracil; S.U.M. 36 and 468; and uprarenal cortex-extract. — Johnson &

JOHNSON (GREAT BRITAIN), LTD., Slough, Bucks, increased the price of their baby soap on February 5. - PHARMACEUTICAL (MAY & BAKER), LTD., SPECIALITIES Dagenham, announce that the prices of all packings of methyl thiouracil were increased on February 12.—On March 1 the prices of Potter's asthma remedy and Potter's asthma cigarettes are being increased by the manufacturers, POTTER & CLARKE, LTD., 60 Artillery Lane, Bishopsgate, London, E.I.—ROUSSEL LABORATORIES, LTD., 847 Harrow Road, London, N.W.10, announce increases in the price of Barboestryl as from February 15.-Reductions in the prices of Sulfasuxidine succinylsulphathiazole, B.P., and Sulfathalidine phthalylsulphathiazole, B.P.C., take effect to the trade and hospitals on February 26 and to the public on March 26.—Wiggles-WORTH, LTD., Westhoughton, Lancs, announce price increases in supplies of Opas powder and tablets invoiced on and from February 12.

Indexed Display Carton.—A new display carton produced by A. C. Gill and



Cleaver, Ltd., Nottingham, for their Marquise human hair nets, is indexed to enable any size and shade of hair net to be immediately selected. The display box, as illustrated, is printed in four colours and holds one gross of nets, each packed in a four-coloured envelope.

# C. & D. RETAIL AND DISPENSING PRICE LIST

				_	_			
C	ost	Т	4 oz.		١.	oz.	ı dr.	
		Item		_		_		
d.	per		S.	<u>d</u> .	S.	d.	5.	d.
$65^{\frac{1}{2}}$	lb.	Acid. acetyl-						
		salicylic	2	5	0	8	0	I
84	lb.	Acid. lacticum	3	8	I	0	0	2
$45\frac{1}{2}$	lb.	Acid.						
		salicylicum	I	8	0	6	0	I
48	lb.	Acid. tartaricum	I	9	0	6	0	I
60	lb.	Alœ capens.						
		pulv	2	2	0	8	0	1 }
72	lb.	Anisum stellat.						
		pulv	2	7	0	9	0	I
87	OZ.	Argenti nitras			-	-	2	I
301	oz.	Argenti						
		protein. mite				-	2	7
60	OZ.	Argenti						
		protein.at			-	-	I	5
162	dr.	Atropin.						
		sulphas S.1.(4)	pe	r	g	r.	0	6
76	40z.	Bals. Peruvian.			3	1	0	51
137	40Z.	Bals. Tolut			5	10	0	ΙO
4.5	lb.	Calamina	1	7	0	6	0	I
96	lb.	Caryophyllum						
		Zanzibar pulv.	3	5	0	II	0	2
156	lb.	Cera alb.	_					
		(placentis)	5	7	I	7	0	3
57	lb.	Cremor zinc.						
		ox. et ol. ricin.,						
		B.P.C.	2	0	0	7	0	I
207	40z.	Ext. ergotæ liq.						
		S.1.(5)			7	7	I	I
40	OZ.	Hydrarg. iodid.						
		rub. S. 1. P. 11. (4)			5	10	0	IO
35	OZ.	Hydrarg, oxid.				- 1		
		flav. P.1.(8)			5	2	0	9
32	OZ.	Hydrarg.				- 1		
		subchlorid			4	8	0	8
32	oz.	Hydrarg.						
		ammon. P. 1. (8)			4	8	0	8
37	OZ.	Ol. caryophylli			5	5	0	$9\frac{1}{2}$
51	lb.	Ol. ricini	I	I	0	7	0	1
114	lb.	Ol. theobro-		- 1				
		matis	4	I	I	I	0	2
31	lb.	Pasta zinc. ox. c.						
	_	acid, salicyl.	I	2	0	4	-	
192	dr.	Pilocarpin. hy-						0
		drochlor. S.1.(4)	per	1	g		0	8
60	lb.	Potass. citras	2	2	0	8	0	I
147	lb.	Pulv. traga-						
-		canth. co	5	4	I	6	0	3
192	40z.	Tragacanth.						
	11	pulv. No. 1			7	0	I	0
156	lb.	Ung. hydrarg.	5	7	I	7	0	3
120	lb.	Ung. hydrarg.						
	7.1	CO	4	3	I	2	0	2
90	lb.	Ung. hydrarg.	0					0
		dil	3	3	0	II	0	2
75	40Z.	Iodum			3	0	0	5

THE circularisation of a supplementary list of Approved Names for certain new drug by the British Pharmacopæia Commission i August 1950 has led some prescribers t use these names; and the prices of some c these preparations are given under "tab lets" and "injections" in the C. & L annual price list. Another factor influer cing practitioners to use the Approve Names may be the recent efforts by th Ministry of Health to restrict the prescrib ing of proprietaries, and possibly to the pre scribing of such drugs on the recommenda tion of the hospital specialist to whom the patient was referred. Pharmacists would be well advised to make themselves fami liar with the names, many of which apply to the product of one manufacturer, e.g. amidone (Physeptone, B.W. & Co.); other cover the products of several makers, e.g. antazoline (Antistin, Histostab); isopren aline (Aleudrine, Isupren, Neodrenal, etc.) and thiacetazone (Neustab, Berculon, Thio paramizone).

The prevalence of influenza and other seasonal infections has brought greatly increased demands for the antibiotics: penicillin, streptomycin, and chloramphenicol. When more than single-dose phials of penicillin are used, the greater stability of the buffered form when in solution is a definite advantage. Supplies, however, are not yet equal to the demand, and buyers may have to take whatever form or size is available. The use of ampoules of distilled water has increased in like proportion, and makers are experiencing difficulty in the supply of ampoules. A suggestion to the prescriber that a multiple-dose bottle of preserved water might be used would ease the position. Streptomycin, with or without p-amino salicylate, is now a common prescription given to patients from the tuberculosis clinics. The form of administration varies with the personal preference of the prescriber and the tolerance of the patient for flavoured mixture, cachet, enteric-coated tablet or granules.

Of some 200 price changes during January only two show a lower tendency; the more important increases are listed below. The drug index for the month was 208.6.

British Colonial Territories Review.—A regional review of progress in British Colonial Territories during 1950 has been issued by the Central Office of Information, Baker Street, London, W.I. It includes sections on science and research.

# **COMING EVENTS**

Monday, February 19

LE OF THANET BRANCH, PHARMAGEUTICAL SO-CIETY, Lancaster Hotel, Western Espanade, Broadstairs, at 8 p.m. Dr. G. R. Boyes (Allen & Hanburys, Ltd.) on "Tonics and Sedatives." OTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Medico-Chirurgical Society's lecture theatre, 64 St. James Street, Nottingham, at 7.30 p.m. Mr. A. A. Meldrum (president of the Society) m "The Proposed Changes in the Charter and By-laws of the Society."

group, Royal Photographic Society, 16 Princes Gate, London, S.W.7. Annual exhibition, Open until February 24.

Tuesday, February 20

ADWICK PUBLIC LECTURE, Royal Society of Tro-pical Medicine and Hygiene, 26 Portland Place, London, W.I., at 2.30 p.m. Brigadier A. E. Richmord, C.B.E., M.R.C.S., L.R.C.P., D.P.H., on "The History of Poliomyelitis in England and Wales."

ST METROPOLITAN BRANCH, PHARMACEUTICAL SO-CIETY, lecture hall, Carnegie Library, Romford Road, Manor Park, London, E.12, at 8 p.m. Mr. A. A. Me drum (president of the Society) on "The Man-power Problem in Pharmacy."

RROW BRANCH, PHARMACEUTICAL SOCIETY, Oak Hall, Baptist Church, College Road, Harrow, at 7.30 p.m. Mr. W. R. Roberts (chief inspector to the Society) on "Recent Developments in Legislation Affecting the Practice of Pharmacy." yal Institute of Chemistry, Norwood Technical College, Knights Hill, London, S.E. 27, at 5.30 for 7 p.m. Mr. H. N. Rydon, Ph.D., D.Phil., D.Sc., A.R.C.S., F.R.I.C., on "Rational Chemotherapy."

Wednesday, February 21

ADFORD BRANCH, PHARMACEUTICAL SOCIETY, Great Northern Victoria Hotel, Bradford, at 7 for 7.30 p.m. Annual dinner and dance.

IGHTON AND HOVE BRANCH, PHARMACEUTICAL SOCIETY, Dudley Hotel, Hove, at 5.30 p.m. Annual dinner, supper and dance. Chief guest: Mr. A. A. Me drum.

UNDEE AND EAST SCOTTISH BRANCH, PHARMACEU-TICAL SOCIETY, Salutation Hotel, South Street, Perth, at 4,30 p.m. Tea. At 6 p.m., Mr. C. R. Day, Ph.C. (May & Baker, Ltd.), on "Thio-pentone Sodium and its use in Intravenous Anæsthesia" (illustrated by films).

ASGOW AND SOUTH-WESTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Accountants' Hall, 220 St. Vincent Street, Glasgow, at 7.30 p.m. Film

UNION, VICTORY Hotel, Leicester, at 7.30 p.m. Mr. E. A. Brocklehurst, M.P.S., on "N.P.U., C.F., N.H.S., P.A.T.A. and You."

EGISTERED PHARMACISTS' UNION, 56 Russell Square, London, W.C.1, at 8 p.m. Annual meeting.

omford Branch, Pharmaceutical Society, Uni-corn, Gidea Park, Romford, at 7.30 p.m. Mr. D. G. Ardley, M.P.S., on "The Recent Anti-infective Agents."

OTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 36 York Place, Edinburgh, at 7.30 p.m. Mr. George R. Milne, Ph.C. (deputy director, Glasgow and West of Scotland Blood Transfusion Service), on "Blood Groups and Blood Transfusion."

ULSTER PHARMACEUTICAL EMPLOYEES, 4 Waring Street, Belfast, at 7.45 p.m. Discussion (under auspices of the Associates' Section, Ulster Chemists' Association) between associates and non-associates, on the objects of and criticism of the Associates' Section. Report on joint council meeting.

meeting.

Wembley Chemists' Association and Branch,
Century Hotel, Forty Avenue, Wembley, Middlesex, at 7.30 p.m., "Galen's birthday party."

Western Pharmacists' Association and Branch,
17 Bloomsbury Square, London, W.C.1, at 7.30
p.m. Mr. F. W. Adams (registrar of the Pharmaceutical Society) on "The Supplemental Charter.

Thursday, February 22

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS and GUILD OF PUBLIC PHARMACISTS, 17 Bloomsbury Square, London, W.C.I, at 7.30 p.m. Film: "Industria Dermatitis" (by courtesy of Imperial Chemical Industries, Ltd.).

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Grand Hotel, Hanley, Stoke-on-Trent, at 6.30 p.m. Annual dinner and dance.

Friday, February 23

HULL CHEMISTS' ASSOCIATION and BRANCH, Imperial Hotel, Hull, at 8 p.m. Address by Mr. A. A. Meldrum (president of the Pharmaceutical

Society).

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION,
LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION,
Leeds, at 7.30 p.m. Mr. J. Hotel Metropole, Leeds, at 7.30 p.m. Mr. J. Wright, Ph.C. (assistant secretary, N.P.U.), on "N.H.S.—Your Problems."

LONDON BRANCH, BRITISH PHARMACLE STUDENTS' ASSOCIATION, is holding its inaugural meeting at 17 Bloomsbury Square, London, W.C.I.

FIFTY YEARS AGO Foreign Trade in January

(From the C. & D., February 16, 1901) THE Board of Trade returns for January show, in spite of the generally prevailing impression that we are in for a period of dull, if not declining, business, there is no ground for such an impression so far. In the exports we have an improvement of £1,169,849, or rather over 4.9 per cent., and a gain in imports of £1,431,602. In the imports "chemicals, dye-stuffs, and tanning-substances" show a decrease of £60,930, and the exports of "chemicals and chemical and medicinal preparations" show an increase of £69,687. Some reforms have been initiated in the present number of returns in the way of further particularising the origin of imports and the destination of exports. The exports of alkali are now shown as "chemicals, unenumerated," and "soda compounds" viz., soda ash, soda caustic, soda bicarbonate, soda crystals, and "other sorts." The imports of "alkali" now appear as "bleaching-materials" and "soda compounds."

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# INFORMATION WANTED

The Editor would appreciate information about suppliers of the following items: Miller's Agyinkwa liniment Ergometrine maleate (importers) Eau de Pimmu hair tonic

# Clinical Evidence Supporting F "99" Treatment for Intractabl Skin Disorders

Last month attention was drawn in the column to F "99", the identification give to a concentration of essential unsaturate fatty acids of 99.5% purity and the higher achieved standard of biological activi (340,000 to 350,000 Shepherd-Linn uniper gramme). F "99" has proved unique valuable in cases of skin disorders with long medical history of unsuccessful treament.

Rapid Cure Not Promised

F "99" is not a drug, but simply a nature component of normal human nutrition. cannot heal in a few days a skin diseas which has persisted for years. The inadequate provision of unsaturated fatty acid must be slowly made good before decisive results can be expected. As an example of what F "99" can be expected to do, Pro P. Kessler, M.D., of Zurich, may be quote on a typical disorder, furunculosis.

"The results obtained, even in cases of long standing, are remarkable... A assistant of the International Red Crost Organization, I had the occasion of trying F "99" in the war devastated countries of Europe on hundreds of patient suffering badly from eczemas and boils Dr. C. Oczeret, of St. Gall, Switzerland reports how he tried unsuccessfully trombat an epidemic of furunculosis in his clinic. On 32 patients he tried ta and sulphur baths, every kind of oint ment and even sulfonamide and penicil lin without durable results. A three months' treatment with F "99" healed all his patients completely."

#### Professional Literature

Pharmacists and physicians who wish to learn more about F"99" are invited to write to the Sole Distributing Organization for F"99" in Great Britain: International Laboratories, Ltd., Dept. P.A.4, 18 Old Town, London, S.W.4 for illustrated professional literature.

Note: There is no equivalent of F "99" in the National Formulary, nor is it advertised in the Press.

Advt.

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ESTABLISHED 1859
Circulates throughout the Pharmaceutical,

Eirculates throughout the Pharmaceutical, Chemical, Drug, Essential Oil, Perfumery, Cosmetic, Toilet Preparation and allied Trades throughout the World

Official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland. The Chemists' nd Druggists' Society of Ireland and of ther Chemists' Societies in the Empire.

OL. CLV FEBRUARY 17, 1951

No. 3704

### Penicillin Resistance

TENDENCIES to conclude, as some have lone, that the clinical value of penicillin s steadily diminishing deserve the closer nd more rational study that Sherris and lorey ("Lancet," 1951.1.309) have given o the whole question of penicillin resistnce and sensitivity. Using material mainly rom a Ministry of Pensions hospital, but upplemented from general practice and eneral hospitals, the authors have obained results that suggest that the high roportion of penicillin-resistant strains at resent being isolated in bacteriological aboratories "is a result of either the high arrier-rate of those organisms among hosital staffs or their greater chance of surival in an environment where penicillin bounds."

In the authors' investigation there was clear bacteriological distinction between encillin-sensitive and penicillin-resistant aphylococci. Of 225 strains of Staphylococcus pyogenes isolated from 224 lesions, inety-seven were reported sensitive and 128 esistant. On direct testing for penicillinase-roduction, the difference between the two arieties was distinct. Round the cups ontaining the resistant staphylococci no one of inhibition was produced, but the ones produced round the sensitive staphylococci were in every case within 0.3 cm. If that surrounding the "Oxford" staphylococci in the control cup.

The clinical findings are illuminating. of ammatory signs (rash, swelling and tenerness round the lesion; pus formation; igh temperature) were found "signific-

antly less often" with the penicillin-resistant than with the penicillin-sensitive strains. Analysis of the types of lesion associated with sensitive or resistant staphylococci revealed, in the patients examined, a predominance of sensitive strains in abscesses, boils and carbuncles, chronic osteitis and subacute osteo myelitis; and a predominance of resistant strains in postoperative infections, pressure sores, burns and open traumatic wounds.

# Liability for Damage by Water

WHERE a building is divided into several parts, as in a block of flats above shops, the question may arise how far an occupier of an upper floor is liable for damage caused to occupiers of lower floors (by, for example, escape of water from burst pipes or cisterns).

The law appears to provide that liability not arise if the occupier who suffers damage must be regarded as having expressly or impliedly agreed to the installation of the pipes or cisterns in question. Sometimes liability is also excused on the ground that the apparatus has been installed on the premises for the benefit of all the occupiers. Thus if a large cistern is erected on the top floor to supply hot water to the occupiers of all floors, then the fact that the cistern might burst and cause damage owing to frost would not entitle the occupier who suffered damage to make any claim. The date at which the pipes, cisterns, etc., have been fixed may be material. If the occupier who has suffered damage were already in occupation of the premises before the apparatus was fixed, then he would not be regarded as a contending party, unless there were express proof of consent.

It would be otherwise, however, where buildings adjoined one another and the occupier of one suffered damage as the result of the escape of water from the other. Thus, in an actual case (Humphreys v. Cousins), the parties were adjoining owners, and sewage escaped from the defendant's house into the plaintiff's. The Court held that the defendant was liable.

Where, moreover, an apparatus was brought upon a property solely for a defendant's own purpose, so that there is an abnormal use of the property, there would be liability even within the same building. In the case of Weston Engraving Co. v. Film Laboratories, Ltd., the parties occupied different floors in the same building and each used them for industrial purposes. The defendants, for the purpose of washing films, used large quantities of water, some of which escaped and caused damage to the plaintiffs. It was held that the plaintiffs were entitled to recover damages.

Attention may finally be drawn to the case of Peters v. Prince of Wales Theatres, Ltd. There, the tenant of a portion of certain premises had full knowledge that there was installed in the portion occupied by the defendants a sprinkler system that extended to his own shop. During a severe frost, the sprinkler heads froze in the portion of the building immediately above the plaintiff's shop. Later, when they thawed, water percolated into the plaintiff's shop, causing damage to his stock. It was held that there was no liability.

In each of the cases cited, the question considered was whether there was liablility on the ground of nuisance. But though there may be no liability on the ground of nuisance, a person may become liable on the ground of negligence. For example, if an occupier were aware that his pipes or cistern were frozen but took no steps to put the matter right he might well be held liable on the ground of negligence.

# An Opportunity for Enterprise

As part of a Government campaign to promote clean food, a 15-minute sound film, "Clean Food," was recently produced by the Central Office of Information. It is being shown by most health departments of local authorities.

Apart from its interest to chemists as members of the community, it provides them with an opportunity for sales, since it advises that all cuts should be covered with a collodion-type dressing and finger cuts covered with a rubber finger-stall. It also advises a first-aid case in every shop. Food poisoning occurs mainly in the summer, and campaigns usually start at the commencement of the fly season. It may be profitable to inquire of the local health

department whether the film is bein shown in one's own locality and to offe to co-operate with publicity.

# Mitty and Munchausen in Medicine

One feels that if the patient who was a St. Quinidine's two years ago (the ex-submarine commander who was tortured by the Gestapo) could read about himself in the current issue of the "Lancet," howould feel justified in parading his operational scars in public. Like the ex-opersinger who helped in the French resistance movement and coughed up pints of blood he has added a new disease—"Munchausen's syndrome"—to the vocabulary of medicine, and has had his case-history fully recorded for all to see and admired

There seems to be a good deal of exhibitionism in the actions of both patients Supporting a plausible and dramatic story (largely made up of falsehood) with a convincing display of character acting, the gain admission to the operating theatres of hospital after hospital with a facility that must incite envy in a professional playe seeking auditions. Richard Asher, who describes the newly christened condition, re lates it to the "Walter Mitty syndrome" with the difference that the subject cast himself as patient instead of as the brill liantly successful surgeon in Thurber's book and the film. Pointing out that a first it is almost impossible to give a correct diagnosis, Asher summarises some useful hints to casualty officers on how to detect this near-malingerer who yet seems seriously ill. Among the signs, apart from " a wallet or handbag stuffed with hospita attendance-cards, insurance claim-forms and litigious correspondence," is an immediate history which is always acute and harrowing yet not entirely convincing, such as the two we have cited. In the mere cause of fiction, untruth, or self-deceit, these troublesome patients have beer prepared to risk martyrdom under the surgeon's knife, with the only certain positive result that their follies will be exposed. Now and henceforth they bask vicariously in the immortality of the egregious Baron, who surely, in his wildest adventures, never aspired to invade medical dictionaries.

# CORRESPONDENCE

Letters may be sent for publication under an assumed name, but the correspondent must furnish his real name and address to the Editor

# **Economies in Photo Chemicals**

SIR,—The reduction in imports of sulhur from America means less sulphuric cid, which is a basic raw material roughout the chemical industry. It is ready clear that there will not be full applies of photographic sodium sulphite of "hypo," and it is therefore essential at everybody concerned should econoise in the use of these two important nemicals. Sodium sulphite is used in all velopers, and economies that could be ractised in the use of devoloping solu-ons include keeping for further use here appropriate, and using for a longer eriod after "topping up" or strengtheng. It has been estimated that with proper eatment of fixing baths a saving of at ast one-third in "hypo" would be posole. As chemical manufacturers we shall ake great efforts to keep all classes of notographer supplied, and have already troduced a system of rationing based onth by month on 1950 orders, which Il help to allocate supplies according to e materials available. We ask customers accept the reductions as unavoidable.

Johnsons of Hendon, Ltd.

London, N.W.4.

# Clear Path or Academic Maze

SIR,—The Fellowship seems to be in the ws at the present moment, and many inions for and against have appeared om time to time in the pharmaceutical ess. Mr. C. W. Maplethorpe set forward e Society's programme at an Evening eeting in November 1950 and the syllas for the new Ph.C. course appeared on vember 18. We seem to be getting ray from the fact that the Pharmaceuti-Society was founded for the benefit the chemist and druggist, the man in shop, and that the examination was t established as a jumping-off ground highfliers and university aspirants, who m of late years to have used our school d research laboratories to that end. We now by the new syllabus turning our cks on the old chemist and druggist, who s been, and still is, the backbone and instay of the Society, leaving him to out as time passes (with no vision of Ph.C. or Fellowship) and concentrating r efforts on a state of pharmaceutical

being quite outside what is required for the ordinary chemist's business—an ultraprofessional status not needed or wanted by the working pharmacist in the shop, and certainly not visualised by the foun-ders of the Society. Many of us older members believe that it was a sad day when the Pharmaceutical Society first made overtures to the Universities, and lost their heads in an academic maze. If the Qualifying examination had been brought up to date, and a clear path made from it to the Pharmaceutical Chemist diploma for those seeking higher education for hospital or other appointments, it would have been more in keeping with common sense. As matters stand, and I suppose will stand, pharmacy will become more and more mixed up with the frills and flounces of cap and gown.

Yours faithfully C. H. BERTRAM BOND, M.P.S.

Birmingham.

# Titles Present and Future

SIR,—Those responsible for drafting the proposed changes in the constitution of the Pharmaceutical Society of Great Britain (C. & D., January 20, pp. 90-91) appear to have overlooked the not unimportant fact that, so far as the public and the medical profession are concerned, members of the Society keeping open shop, whatever their official designations and varying status may be in the future, will certainly continue to be known and referred to as "chemists" or "chemists and druggists." Further, the multiple concerns and the thousands of independent retailers whose registered titles include the word "chemists" are hardly likely to amend their well-known business names for some other description. They are fully aware of the goodwill and prestige value of the word chemists." Even in the comparatively few instances where retail establishments are described as "pharmacies" the man or woman in charge is known to the public as "the chemist." It is also reasonable to suggest that doctors will continue to tell their patients to "take this prescription to your chemist." Whatever designations may become official in the future, the titles "chemist" and "chemist and druggist" should remain protected as they are today.

REDANT.

# LAUNCHING AN "ETHICAL" PROPRIETARY

How a small manufacturer launched and marketed a new speciality without heavy expenditure. By A. Forster

MANUFACTURER who seeks quick results in marketing a new speciality will find no substitute for advertising in the medical and pharmaceutical Press—a course involving considerable expense, since for cumulative effect there must be repeated insertions. Yet it is possible, as the makers of Acorza Liquidum can testify, to establish a good market for a product, even since the National Health Service came into operation, without such relatively expensive publicity.

#### A Clue Followed Up

The story dates back to 1940, when an annotation appeared in the "Lancet" (1940.2.784) headed "Quick Cures for Colds." The article discussed the ambulatory treatment of people who would not go to bed, and pointed out the superiority found by Diehl ("Journal of the American Pharmaceutical Association," 1940.115. 1366) of a mixture of codeine and papaverine (gr. \frac{1}{4} of each morning and afternoon, followed by gr. \frac{3}{4} at bedtime) over other preparations tried.

There seemed to be no similar preparation on the market, so a study was made of production possibilities. The first difficulty was the Poisons legislation: unless more than one tablet was given for a dose it was only possible to market the preparation in tablets larger than tab. codein. co., otherwise it would come within Schedule I. The solution to that problem was, of course, to market the product as a liquid, though that course was not without objection. For one thing the public prefer tablets, and for another the container needs to be of glass — with greater risk of breakages.

The next question to be settled was the packing. A manufacturer was found with a stock-sized bottle one drachm larger in capacity than the actual amount required for a course of doses; it was therefore decided to pack the product in that size of container, and arrangements were made for the trade mark to be sand-blasted on to the side. The bottle was attractive and had a plastic top, but it had one disadvantage (which the manufacturers have been unable to overcome): it was less robust than medicine bottles, and casualties

have therefore been unduly frequent. By a stroke of luck a local printer to whom the container was submitted had a stock carton of exactly the right size, and it was possible to get cartons printed in two colours at a lower price than a trade printer had quoted for single-colour printing.

There remained the questions of leaflets for inclusion with the vials, and of propaganda to doctors and chemists. As the printer was within twenty miles of the works it was possible to give him instructions in detail, and generally to tell him that as manufacturers we were more concerned with a good result than with economies in price. As a result, a 4-page twocolour card was produced in dignified style, dealing on the inner two pages with the difficulties of treatment in general practice and giving extracts from the medical literature, packing, etc. The back page could be torn off for filing. The undercurrent of the propaganda could be expressed as "Here is the medical evidence -if you are convinced, use the product." Echoing that theme, the circular produced for chemists was headed "Good wine needs no bush," and the medical leaflet was enclosed.

#### Securing the Chemist's Goodwill

If one is not to force the chemist to stock by intensive advertising, it is necessary to gain his goodwill. A policy was therefore formulated to achieve that object. First, one size only of the product was marketed. The preparation as formulated was exempt from tax, and it was placed on the P.A.T.A. and C.F. lists (inclusion in the latter was not really necessary, as the product was a Part 1 poison, but we felt it would be a suitable gesture). Then it was decided to encourage sales through "private" chemists only—a questionable decision, as will be explained later. Realising the difficulties of "sale or return," we devised an alternative policy: to guarantee to refund or credit in full any stock returned at any time.

The next stage was circularisation. Previously the approximate number of doctors and private chemists in Northumberland, Durham and Yorkshire had been ascertained from an addressing firm, With the

octors' circulars we enclosed a reply-paid ample-request card, which also asked docors to give, if possible, the name of the earest chemist. That additional refinement has been of considerable assistance in follow-ups." To give an opportunity for hemists to take the product into stock, ney were circularised three weeks in adance of the dispatch to doctors.

#### esults of First Circularisation

The first circularisation was in many rays a failure. Out of 1,500 chemists bout a dozen were willing to stock. On ne other hand approximately 500 out of ,500 doctors asked for samples. ere various reasons for that meagre re-ilt. First, the circularisation was carried ut in February-March 1949 (at the end the cold "season"). Secondly, owing staff difficulties, the samples were not ispatched promptly. In the autumn of 949 it was decided to circularise again nose doctors who had had samples, elimiating "duplicates," and certain persons ich as dentists, medical officers of health, nd specialists, who, though medically ualified, were not in a good position to rescribe on E.C.10 forms. The response the second circularisation was extremely ood.

About the same time the results of the overnment survey of sickness ("Studies n Medical and Population Subjects, No. were published. Obtainable for one nilling a copy, the report gives many useil facts. First, that the main incidence colds is from October to March, and condly that only 20 per cent. of per-ons suffering from colds consult their octor. Accepting those findings we could nly hope to achieve 20 per cent. of the tal market with an "ethical" product nless chemists recommended it to the her 80 per cent. If one advertised to ne public, the right of prescription was ore or less forfeited. Taking everything ito consideration it was felt wise to adhere the original policy.

To maintain turnover throughout the ear, additional products were required. ursuing a policy of making the company's pecialities different from those already on the "ethical" market at present, other toprietaries were launched. In order to a sure success for a policy of supplying telusively the "private" chemists, it is byious that pharmacists must reciprocate, where that policy has not succeeded in the ast the fault is partly the "private" lemist's. A year ago seventy-two

prescriptions for the product now under discussion were going to the branch of a multiple firm, whereas a private chemist a few doors away received only six. Yet no encouragement had been given to the multiple. However a product is marketed, of course, "pockets" of demand are to be expected in a town in other parts of which the interest may be dead.

If "retailer resistance" is difficult to

If "retailer resistance" is difficult to overcome, wholesalers are perhaps even more resistant. In general, they are unwilling to stock unless the goods are on sale or return, even when repeat orders are passed through their hands. It is worthy of meditation that, whilst the retailer is usually expected to stock without even a guarantee of the type we give, the wholesaler is often unwilling to do so.

#### Modifications of Method

With our limited experience to guide us we entered the winter of 1950. The results of recent marketing methods are difficult to assess in view of the 'flu epidemic: in that respect the year has not been normal. Various changes were made,

however, in our propaganda.

First, it was decided that the ordinary addressing services were uneconomic. They covered all doctors, and we were interested particularly in the general practitioner. We therefore decided to install addressing machinery and draw up our own mailing list. The Medical Directory gave details of appointments held by doctors and it was possible to eliminate those who had retired, specialists, etc. (about onethird of the samples issued in 1949 had been to those "unproductive" classes). We have covered London, England and Scotland in this way, and in the next month or so will cover the rest. As will be appreciated, the task is a fairly skilled one, and tedious (approximately fifty names, etc., can be selected per hour) but there is no alternative apart from using "panel" lists.

Having obtained our new list, our next task is—paradoxically—gradually to scrap it. A subsidiary list is being drawn up (it will eventually replace the original) of names and addresses submitted by chemists, and future circularisations will em-

body their names also.

The literature now being distributed, mainly to doctors, consists of a 10 x 8 in. card giving details of five products. The card has the "CF" and "PATA" symbols on, so that a chemist knows where to look for details of terms, etc. It has been diffi-

cult to summarise the particulars in the space provided, and it may not always be possible to get over to doctors the potentialities of a product: the method has, however, the recommendation of brevity. It also has the advantage that the card can be posted without envelope (the cost of the cheapest 10 x 8 in. envelope is more than the cost of the printed card). Thus posted, it may be read by the doctor and not discarded, as some enclosures are. To incorporate a reply-paid card is difficult (it involves paying tax on the whole card) and hence the demand for samples may Yet many not be so great as otherwise. doctors have shown themselves interested enough to write in specially. We have been making arrangements for agents prepared to carry out our policy to stock our preparations where they do not conflict with their own, but as yet only a small portion of the country is covered in that - way.

#### Points to Watch

Minor points of propaganda may seem trivial, but attention to detail may be vital to success. Thus on each package (except for one product that is likely to be sold over the counter and with which, therefore, there is a greater danger) a removable sticker has been placed so that all the chemist has to do to price his scripts is to detach the label and stick it on. "Follow ups," both by repeating the original circularisation, and by notifying chemists of doctors' inquiries, may be difficult, for it is impossible to know where in the large towns or cities surgeries are situated, but assistance may be had from town plans. It is always worth while to send samples and literature to the editors of medical and pharmaceutical publica-In doing so one is answering in advance possible inquires they may receive, and one may even secure editorial mention.

described The system may be complex, but it probably cannot bettered, taking into account the cost. Without representatives, the manufacturers of Acorza Liquidum obtained in 1950 a 15 per cent, response (in the shape of orders) to circularisation. With this experience we intend to extend the range as and when circumstances permit, while still carrying out our original policy. We are inviting other manufacturers to participate in our efforts, and would also be pleased to give information to any chemist proposing to market a speciality.

### VETERINARY ABSTRACTS

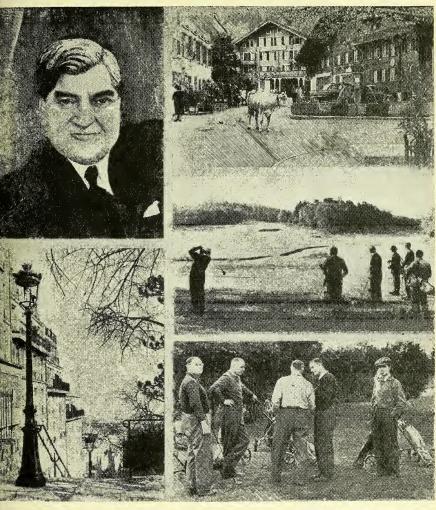
Hexamine Camphorate in Hard-pa Disease.—Thirty-five cases of hard-pa disease in dogs have been treated by Wi kinson ("Veterinary Record," 1950.62 (453 55) by means of hexamine camphorat (Amphotropine) with on the whole "er couraging results." Animals over twelv months of age in the series showed a bette recovery rate than younger dogs. Dog with severe nervous involvement seldor recovered despite treatment.

Veterinary Uses of Streptomycin.—A a result of in vitro tests Hughes and Farmer ("Veterinary Record," 1950.62.265 70) suggest the use of streptomycin i pyogenic infections in bovines caused b C. pyrogenes and "white scours" syndrome of calves associated with Bacteriur coli infections. It is certainly of value i mastitis caused by B. coli. It might b useful also in C. renale infections. Man factors (including correct concentration i the tissues) other than sensitivity of a organism to streptomycin may have to b taken into account.

Canine Worm Treatment Success.—Biddis ("Veterinary Record," 1950.62 841) describes the use of 2:2'-dihydroxy 5:5'-dichlorodiphenylmethane (Dicestal) in the treatment of tapeworm in greyhound when other methods had proved unsuccess ful. On the day after administration segments of the worms no longer appeared in the fæces, and the drug is stated to caus disintegration of the worms within thintestine. Doses of 0.5 gm, per 8 lb. body weight were found effective, though the compound was well tolerated in ever larger amounts. Subsidiary meals were withheld on the day of treatment.

Clover Juice as Cause of Bloat .-Evans and colleague ("Nature," 1949 163.373-35) suggest that hydrocyanic acid contained in clover juice is a facto (probably one of many) responsible for the production of bloat in ruminants. On litre of clover juice (equivalent to abou 5 lb. fresh clover) introduced into the rumen of a sheep paralysed the movement of the rumen immediately, and the sheep subsequently died, post-mortem findings being consistent with hydrocyanic acid poisoning. Chemical examination showed that the clover juice contained 200 mgm of hydrocyanic acid per litre (equivalent to double the lethal dose for the experimental sheep).

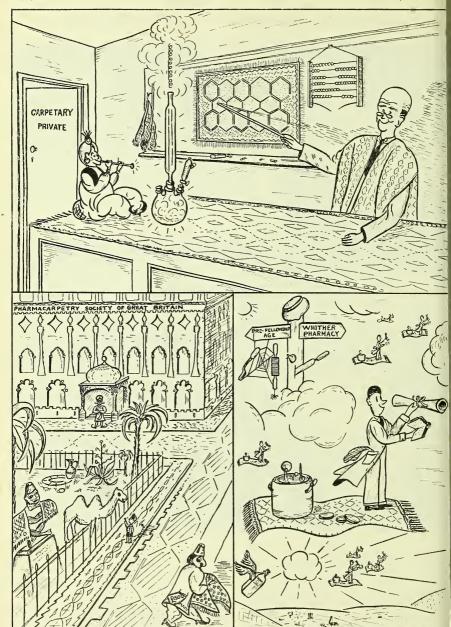
# ART AT THE MINISTRY OF HEALTH



unusual facet of official life was realed at an exhibition held under the spices of the Ministry of Health Art ub and opened at the Ministry's headarters in Whitehall, London, S.W.1, on bruary 9 by the Minister of Health (Mr. A. Marquand).

Among the 150 exhibits displayed at the hibition were a series of photographic idies in monochrome by Dr. H. Davis hief Pharmacist); monochrome and coloured photographs by Sir Weldon Dalrymple Champneys (Deputy Chief Medical Officer and chairman, Camera Club); and paintings by Dr. Walter P. Kennedy (Pharmacologist).

At left, top: Portrait in oils of the former Minister (Mr. Aneurin Bevan), by Dr. W. P. Kennedy; below: Montmartre, by Dr. H. Davis. At right, top: "Quo vadis?" camera study by Sir Weldon Dalrymple Champneys; centre and bottom: Golfing groups at the British Pharmaceutical Conference, Glasgow, 1950, by Dr. H. Davis.



THE PATTERN OF THINGS TO COME?—Visions experienced on learning that the Pharmaceutical Society Council has voted expenditure of £1,500 on carpets. 1, An elaborate synthesis. 2, Possible effects of a excess of carpets. 3, Operation carpet: where do we go from here?—(Cartoon submitted by a subscriber

# PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

MEETING of the Council of the Pharmaeutical Society of Great Britain was held London on February 6 and 7, the presient (Mr. A. A. Meldrum) in the chair.

#### etiring Members and Auditors

It was reported that the following memers of Council were due to retire in May 951:—Messrs. W. Deacon, H. M. Hirst, V. S. Howells, J. F. McNeal, A. A. Melrum, H. Clement Shaw and F. C. Wilson, and that the auditors, Sir Harry Hague, Iessrs. J. C. Hanbury, J. S. Hills, Sir Iarry Jephcott and E. A. Umney, were ue to retire at the same time.

#### ducation Committee

On the recommendation of the Educaon Committee, the Council decided to pprove Plymouth and Devonport Technial College for providing a two-year final ourse for the Society's Qualifying examiation, commencing in the autumn of 951. The Council approved a recomnendation not to award the Charter ravelling scholarship for 1951. Only one pplication had been received.

The Council decided to nominate Mr. W. Stearn, Ipswich, as the Society's epresentative on the science subcommitee of the Eastern Area Technological committee of the East Anglian Regional

dvisory Council.

#### Examination Results Analysed

Reports were received of the results of he examinations held in January 1951. In the Intermediate examination in Engand and Wales nine candidates passed, orty-eight failed, fourteen were referred, and five were absent. Of eighty-one enrants for a referred subject, forty passed, and one was absent. In the Intermediate xamination in Scotland, ten candidates assed, nineteen failed, four were referred, and two were absent. Eighteen entrants or a referred subject passed.

In the Chemist and Druggist Qualifyng examination in England and Wales,
ixteen candidates passed, thirty-four
ailed, eleven were referred, and three were
bsent. Twenty-three candidates passed in
referred subject, seven were again reerred, and one was absent. In Scotland
hirteen candidates passed, eighteen failed,
ix were referred, and one was absent.
I welve candidates passed in a referred
ubject, and one was again referred.

In the Pharmaceutical Chemist Qualify-

ing examination in England and Wales six candidates passed, twenty-two failed, ten were referred, and two were absent. Eleven candidates passed in a referred subject, nine being again referred. Of twenty-eight entrants for forensic pharmacy only, twenty-seven passed and one was referred. In the examination held in Scotland, five candidates passed, eleven failed and three were referred. Six entrants for a referred subject passed, and five were again referred. All six entrants for forensic pharmacy only passed.

macy only passed.

Miss M. C. Islip said that she was concerned at the low standard reached by the students, particularly in the Intermediate examination. Mr. T. Heseltine asked whether Miss Islip was alluding to the students, or to the facilities for teaching them, or to their teachers. Miss Islip replied that she felt there might be some blame attached to the teachers and that the candidates were not studying quite so

inquiry into the causes of failure being emphasised.

MRS. J. K. IRVINE told MR. G. H. HUGHES that it was now a general principle not to grant approval to schools until improvements in accommodation, etc., where necessary, had been made.

hard as they might. The discussion was continued in committee, the need for an

# Examination Regulations

Draft regulations embodying changes recently made by the Council (in place of the regulations approved by the Privy Council on May 27, 1048) were adopted for submission to the Privy Council for approval. The draft regulations include:—

(a) The replacement in the June 1952 Qualifying examination based upon a two-year final course of the subject "physiology" by "phy-

siology and pharmacology.'

(b) The granting in the Qualifying examination based on a two-year final course of a refer in two subjects, provided that the two subjects are not both pharmaceutics and pharmaceutical chemistry.

(c) The withdrawal of the permission to a candidate to present himself for examination in a section of practical pharmaceutics and in forensic pharmacy at the end of the first year of the two-year final course.

#### Branch Representatives' Meeting

A list of motions submitted by branches for inclusion in the agenda of the Branch Representatives' meeting was approved. A report giving the Council's considered opinion on the question of territorial representation (raised by a resolution passed at the Representatives' meeting in May 1950) was approved, and it was agreed to circulate the report to the branches.

#### **British Pharmaceutical Conference**

The Council decided, as in the past three years, to place a sum not exceeding £500 at the disposal of the British Pharmaceutical Conference Executive to assist the work of the Conference.

#### Benevolent Fund

The report of the Benevolent Fund and War Aid Committee stated that grants had been made amounting to £277. Recommendations for grants amounting to £169 were approved. The report of the Birdsgrove House subcommittee stated that in 1950 there were 241 guests, who stayed for an aggregate of 471 weeks. The cor-

responding totals in 1949 were 215 gue and 452 weeks.

The report of the Law Committ showed that in December 1950 the Sciety's inspectors and agents visited 1,0 authorised sellers, 235 listed sellers, a 559 drug store proprietors and similar tiders. Ten cases of alleged infringemen of the Pharmacy Acts were considered and appropriate action was taken.

THE REGISTRAR reported that, since t previous meeting, fifty persons had be registered as apprentices or students. To names of eleven pharmacists removed from the registers were restored. Four applications for registration under reciprocity a rangements of pharmacists formerly redent in Victoria (2), New South Wales at New Zealand, respectively, were approve One application for registration of foreign pharmacist was granted.

# PROPERTIES AND FUNCTIONS OF VITAMIN B,

Summary of a lecture given by Mr. E. Lester Smith, D.Sc., F.R.I.C. (senior biochemis Glaxo Laboratories, Ltd.), to students of the University of London on February 7-

The story of vitamin B<sub>12</sub> begins in 1926, when Minot and Murphy discovered that the then incurable pernicious anæmia would respond to large amounts of raw liver given by mouth. That challenged biochemists and others to produce a less nauseating treatment, to isolate the active principle in liver, and to discover-its mode of action.

In 1928 Cohn, Minot and colleagues showed that the factor could be extracted from liver with water at faintly acid pH and that proteins could be removed and other impurities separated by adding alcohol to about 70 per cent. concentration. After evaporation to small bulk, the active fraction could be thrown out with strong alcohol (the "Cohn's fraction G"). The insolubility in alcohol was due to co-precipitation with other substances present in the crude extract as shown by the fact that the factor later became soluble in alcohol. In 1936 Leland and Klem found that the active factor could be extracted from aqueous solutions with liquefied phenol, adsorbed on activated charcoal, and eluted with liquefied phenol. By the repeated use of those procedures, salting out with ammonium sulphate and fractionation with alcohol and ether, they obtained fractions reported to be clinically active in doses of 1 mgm. Their claims were received initially with scepticism and have never received appropriate recognition. Jacobson and colleagues between 1935 and 1938 claime that successful treatment of pernicion anæmia called for the simultaneous as ministration of several factors, one of which was described as l-tyrosine.

Synthesis of folic acid (a compound that seemed likely to replace liver extracts) wa announced in 1945, only two years afte its isolation. Evidence accumulated, how ever, concerning its shortcomings, and re search on the liver factor was intensifie in Britain and in America. My own col leagues Hurran, Emery and Parker as result of work conducted in 1945-46 pro duced a fraction of which I mgm. gav medicinal response in pernicious anæmia It is now known that that preparation con tained only about I per cent, vitamin B1 In 1948, a team directed by Karl Folker in the Merck Laboratories in America an nounced the isolation of the pernicious anæmia factor of liver in the form of deep red crystalline substance which they christened vitamin B12. In the following week there appeared my own publication on the isolation from liver of two highly active red amorphous preparations, and a few weeks later Parker and I announced the isolation of crystalline material probably identical with vitamin B12. That substance set up a new record among the vitamins by its great potency; the human requirements were assessed at under 1 microgm. per day.

Why has it taken twenty-two years to olate the principle? Among the chief asons are the extremely small proporon of vitamin B<sub>12</sub> present in liver (one art per million); the fact that the subance appeared to have no chemical proerties that could be utilised (such as the idity of folic acid); and difficulties in tting clinical tests carried out. olecular weight of vitamin B12 is about 300. Cobalt is present in the trivalent ate to an extent of 4.5 per cent.

The only method of assay used by our

am at first was the laborious clinical ethod. Now there are many alternatives use: colorimetric, microbiological [see & D., 1950.I.86]; even estimating the nount of cobalt present has been used but

at gives only a rough guide.

Dry crystalline vitamin B<sub>12</sub> is very stable heat but the compound is less stable in lution. Autoclaving a solution of рн lue 4-7 results in only a small percentage ss, but at ph 11 it is destroyed more pidly. That fact has ben used as a eans of test. The vitamin B<sub>12</sub> molecule contains a cyanide group which is lightsensitive. The compound is remarkably non-toxic considering the presence of the cyanide group. In pernicious anæmia it is only effective when given parenterally. It was thought ineffective by mouth unless combined with gastric juices, but more recently Ungley has found that giving large doses (up to 3 mgm.) by mouth results in a general improvement in the patient.

It has been found possible to obtain in crystalline form various factors of vitamin B<sub>12</sub>. Recently B<sub>12</sub>c and B<sub>12</sub>d have been isolated from Streptomyces griseus fermentation liquors and separated by partition chromatography. They behave differently from the other factors in the plate assay, tending to give fuzzy rings of bacterial growth whereas vitamin B12 and B12b give

clear-cut rings.

There are indications that vitamin B<sub>12</sub> has a growth-promoting action, and it has been suggested that it may in some instances augment the physical growth of backward children.

#### EXPENDITURE ON N.H.S.

ECENTLY published Civil Appropriation ccounts, 1949-50 (H.M. Stationery Office, .), show that gross expenditure for Nabnal Health Services for England and ales, and Scotland, during the year ended 1950, was £436,035,143 31, ainst total estimates of £449,108,600. kamination of the detailed accounts ows that, in England, expenditure pharmaceutical services was, 29,357,063, about £242,937 less than tal estimates for the year, but for Wales, here the cost amounted to £2,157,714 round figures, the grant was exceeded £57,714. Scotland's expenditure on harmaceutical services amounted 3,799,823, an excess of £149,823 on the ant. Thus the net saving for England, Tales and Scotland amounted to £35,400.

#### conomy Measures

It will be recalled that, when the Civil stimates for 1950-51 were issued in March 950 (C. & D., 1950.I.406) a saving of 4,347,000 was expected in the pharmautical services (£3,447,000 in England; 250,000 in Wales and £650,000 in cotland). A report by Sir Frank Tribe comptroller and Auditor-General) which companies the Appropriation Accounts, calls measures that the Ministry had popted to effect that economy, such as the

reduction in May 1950 of the oncost allowance in England and Wales from 33 to 16 per cent.; while in Scotland, "where the method of computation is somewhat different," it was proposed to reduce total payments to chemists by 8 per cent. on July 1. Uncertainty as to the legal position caused the Scottish reduction to be sus-

pended until September 1.

The Report continues that, when making the reduction in May 1950, the Ministry was not aware of the rate of the total payments to individual chemists, and had no knowledge of net earnings. the fairness of the rates of remuneration the Comptroller and Auditor-General had asked the Ministry whether an investiga-tion of chemists' profits had been considered on the lines of the Board of Trade inquiry into opticians' overhead expenses. Substantial savings had been effected by reducing prices for tablets and capsules to the lower rates chargeable by wholesalers for large quantities. The Department of Health for Scotland was inquiring into that form of saving. No investigation had been made, nor did the Ministry consider an investigation necessary, into manufacturers' and wholesalers' costs; it was satis-"prices of non-proprietary fied that substances were limited by competition between manufacturers.'

# TRADE REPORT

Spot quotations for pharmaceutical chemicals represent the prices for wholesale quanti ties of standard quality. Prices of crude drugs and essential oils vary as to brand or grade

London, February 14

The markets for Pharmaceutical and Fine Chemicals generally continue active, with high prices not deterring buyers to any extent. Bromides, which advanced in price last week, are in good inquiry but supplies are very short. Ctrric acid is firm; supplies from British manufacturers have risen from 1s. 7d. to 1s. 9d. per lb. in 5-cwt. lots. Tartaric acid remains in short supply. Demand is good for Photographic Chemicals but make is being severely restricted by the short-

age of SULPHURIC ACID.

Trading in Crude Drugs has been confined to relatively few articles. There are indications that prices of Cape Aloes may have reached their maximum as the market has been steadier during the past week. It is difficult to obtain Curaçao aloes. Hightesting Belladonna root has been in good inquiry but only parcels of low-testing material are available. Benzoin is a steadier market. Higher prices have been asked for spot Ergot. Quotations for spot Cascara sagrada are unchanged; little is offering from the origin. Cochineal is dearer. Balsams are still very short: on the spot small quantities of Canada are available at 25s., while Tolu (treated, B.P.) is 26s. per lb. Camphor is a slightly firmer market. Mentilol is quiet and steady.

Trade in Essential Oils has been quiet. Lemon is very firm, with only small supplies coming forward; the position at the origin is very obscure. Bergamor continues scarce. A statement by the Bergamor Consortium, Reggio di Calabrin, says that this season's crop is normal and would in ordinary circumstances meet usual requirements. Demand, however, from all countries is greatly in excess of the quantity available. The Consortium was compelled, the statement continues, not only to augment prices against excessive and abnormal request but further to institute a system of quota based on the previous two years' requirements where possible. An appeal to consumers is made to assist suppliers by limiting the quantity they request during the difficult period, English-expressed Almond oil has risen by six-pence per lb., making the minimum price 5s, 6d, per lb.

U.S. Drug and Chemical Report

New York, February 9

THERE is much concern in trade circles over price controls affecting imported Chemical Products, while trading in Botanical Drugs and Essential Oils has been brought almost to a standstill pending clarification of the price control

regulations. The effects of this situation will not be fully apparent for some time as future buying is mainly affected. How ever, the regulations do provide for foreign material contracted for on or before January 26 to be sold at prices above th base-period levels, though sales of good ordered after January 26 must revert to the base-period rates. Foreign offers of such oils as Lemon, Etcallyptus and Rose Mary are already reported at levels which would make resale uneconomical. Anothe problem which has yet to be solved if the pricing of domestic oils (such as Peppermint) which are not controlled at origin, but only at later marketing stages Meanwhile inside prices of certain Essen tial Oils have moved up on the spomarket. Indian Lemongrass has been in creased by 50 cents per lb. to \$5 per lb. but supplies are very scarce. In Crudin Drugs prices of Copaiba Balsam have risen to \$2 per lb., against \$1.75 per lb previously. Lack of interest on the par of buyers has brought Carnauba wax quo tations down further: No. 1 yellow is now quoted at \$1.35 per lb, and No. 3 N.C refined material is offered at \$1.30 per lb Menthol. is reported to be offering a slightly lower prices because of substantia arrivals and small demand from consumers Prices of Pharmaceutical and Fixi Chemicals generally have been main tained.

# Pharmaceutical Chemicals

Barium sulphate. — 1-cwt. lots are 1s.  $4\frac{1}{2}$ d. per lb. Scheduled rates per lb (containers in brackets) for quantities between 28 lb. and 1 cwt. are as follows: — 1s. 10d. (1-lb.); 1s.  $7\frac{1}{2}$ d. (7-lb.); 1s. 7d (14-lb.); 1s. 6d. (28-lb.).

BENZENE. — B.P.C. grade is quoted at 5s. 3d. per gall.; thiophene-free, 7s. 6d

per gall.

Benzocaine.—Quotations for 28-lb. lots are 40s, per lb.

BENZYL BENZOATE. — Makers offer B.P. grade at from 4s. 3d. to 5s. per lb.

BISMUTH SALTS.—Current rates (per lb.) are as follows:—

	i-cwt.	28-lb.	7-lb.
	s. d.	s. d.	s. d.
Carbonate	 27 8	27 11	$31 - 6\frac{1}{2}$
CITRATE	 23 6	23 9	26 10
SALICYLATE	 23 3	23 6	26 5.
SUBGALLATE	 24 5	24 8	27 101
SUBNITRATE	 23 0	23 9	20 10

Bromides. — Current rates per lb. for Potassium (crystal), Ammonium and Sodium are as follows:—5-cwt, lots, 3s. 1d.: 1-cwt., 3s. 2d.; 28-lb., 3s. 11½d.; 7-lb., 4s. 3d. Potassium in powder is ½d. per lb. more,

CAFFEINE.—Home-trade rates per lb. for l-cwt. lots are: ALKALOID, B.P., 38s. 6d. and anhydrous, 40s.; Citrate, B.P.C., 22s.; Sodium benzoate, B.P., 24s.; Sodium salicylate, B.P.C., 25s.; Sodium ODIDE, 30s. 6d. per lb.

CALCIUM SUCCINATE. — Quotations are rom 10s. 6d. to 12s. 6d. per lb., as to quanity. SUCCINIC ACID is from 9s. 6d. to

1s. 6d. per lb.

Carbromal.—5-cwt. lots are now 23s. per lb.; 1-cwt., 23s. 6d.; 56-lb., 24s.; 28-b., 24s. 6d. per lb.

Cholesterol. — In 1-kilo lots, pure s about 142s.; 10-kilo, 133s. per kilo.

CITRIC ACID. — A firmer market. Suplies from British makers are quoted at s. 9d. per lb., less 5 per cent., in 5-cwt. ots; 1-cwt., 1s. 9½d. per lb.

CREAM OF TARTAR.—Current rates (per wt.) for the home trade are 10-cwt. lots, 252s.; 5-9 cwt., 253s.; 2-4 cwt., 254s.; 1-wt., 255s.; delivered.

EMETINE SALTS.—Firm. Rates per oz., with effect from February 6 are as folows:—Hydrochloride, 32-oz. lots, 355s.; 6-oz., 358s.; 4-oz., 361s.; 1-oz., 368s. 31smuth 10dide, 32-oz., 180s.; 16-oz., 82s.; 4-oz., 184s.; 1-oz., 187s.

METHYL SALICYLATE.—Current rates are us follows:—Winchesters, 2s. 11d. per lb.; 6-lb. lots in demijohns, 2s. 9½d.; 1-cwt., n demijohns or carboys, 2s. 9d.; 5-cwt.,

ks.  $8\frac{1}{2}$ d., net.

Opiates.—For quantities of 5 oz. and inder 35 oz., makers quote the following ates per oz. :- Codeine. - Alkaloid, hydroromide and iodide, 52s.; hydrochloride and ulphate, 45s.; phosphate, 39s. DIAMOR-HINE.—Alkaloid, 55s.; hydrochloride, 50s. THYLMORPHINE.—Alkaloid, 58s.; hydrohloride, 49s. Morphine.—Alkaloid, meonate and tartrate, 55s. 6d.; acetate, ydrobromide, hydrochloride and sulphate, 6s. Carriage paid within British Isles.

ROCHELLE SALT.—Rates (per cwt.) for owdered or granulated material are: 5-wt. lots, 200s.: 1-cwt., 202s. 6d. Smaller uantities are from 2s. 3d. to 2s. 6d. per D. SEIDLITZ POWDER, ordinary strength, 154s. 3d. per cwt. in 5-cwt. lots.; 1-cwt., 56s. 3d.; smalls, from 1s. 10d. to 2s. 1d. er lb. Extra strong is 166s. 9d. and 68s. 9d. (smalls, 1s. 11d. to 2s. 2d.) for milar quantities, and double strength, 73s. 9d. and 176s. per cwt. (2s. to 2s. 3d. er lb.).

SODIUM SALICYLATE. — 5-cwt. lots are 11½d. and 1-cwt. lots, 3s. per lb. Schewed rates in the home market for quanties of 28 lb, and under 1 cwt. are from s. 6½d, to 3s. 10½d, per lb., as to pack.

Sodium sulphite. — Prices are as folws:—Anhydrous powder, in 4-ton lots, 48 per ton, packed in 1-cwt. free drums. ea Crystals (photographic), in 4-ton

lots, £31 per ton in free kegs or £23 per ton in 1-cwt. bags. Surcharges: 2 tons, 10s.; 1 ton, £1; 10 cwt., £2; 5 cwt., £3; 1 cwt., £6 more than above rates.

Tartaric acid.—Home-trade rates (per cwt.) are: 10-cwt. lots, 300s.; 5-9 cwt., 302s.; 2-4 cwt., 304s.; 1-cwt., 305s.

THEOBROMINE.—Home-trade rates per lb. for 1-cwt. lots are: Alkaloid, 39s, 6d.; Calcium salicylate, 22s, 9d.; Sodium salicylate, 22s, 9d.; Sodium benzoate,

ZINC OXIDE.—Pharmaceutical, B.P., is now £185 per ton, in minimum 2-ton lots.

# Crude Drugs, etc.

Agar.—Steady. Kobé No. 1 on the spot is quoted at 9s. 6d. per lb., duty paid. A good inquiry for parcels afloat; 8s. 3d., c.i.f., asked.

ALOES.—Business has been done at 280s, per cwt., c.i.f., in Cape for prompt shipment, but 275s., c.i.f., now asked. Little, if any, Curaçao available on the spot; for shipment 285s. a.i.f. asked for shipment, 285s., c.i.f., asked.

Belladonna.—A steady trade reported in root (0.4 per cent. alkaloids) at 3s. 10½d. per lb. No high-testing root available.

BENZOIN.—Steady. Rather more coming forward. Sumatra block on the spot is quoted at from £30 to £32 per cwt.; for shipment, £26 to £28, c.i.f.

Buchu.—New-crop short round leaves, for March-April shipment, offered at 2s. to 2s. 1d. per lb., c.i.f.

Camphor. — Rather more inquiry for spot parcels; the market is firmer at orispot parcers; the market is firmer at origin. Chinese refined powder (B.P.) is from 4s.  $7\frac{1}{2}$ d, to 5s. per lb., duty paid. B.B. grade, 4s. 3d. to 4s. 6d., duty paid.  $\frac{1}{4}$ -oz. tablets, quoted at 6s. to 6s. 3d., duty paid. For shipment, B.P. powder, 4s.  $2\frac{1}{2}$ d., c.i.f.; B.B. powder, 3s.  $10\frac{1}{2}$ d., c.i.f.;  $\frac{1}{4}$ -oz. tablets, 5s. 3d., c.i.f.

CASCARA SAGRADA.—Spot quotations are unchanged. For shipment, 350s. per cwt., c.i.f., nominal.

Cascarilla. — Quills on the spot are quoted dearer at 1s. 4d. per lb.; siftings, 1s. 2d. per lb.

Chillies. — Mombasa, spot, quoted at 345s, per cwt.; for shipment, 315s, to 320s. per cwt. Sierra Leone, spot. 285s. per cwt.; for shipment, 265s., c.i.f.

Cloves.—The market is slightly easier. Business done in Zanzibar at 3s. 6d. per lb., spot (shipment, 3s. 6d., c.i.f.).

Ergot.—Holders are asking prices in the region of 80s. to 82s. 6d. per lb.: Portuguese shippers are indicating a price of 77s. 6d., c.i.f.

Gentian. — Supplies on the spot are valued at 140s. per cwt.; for shipment, 140s., c.i.f,

GINGER.—African, spot, at 325s. per cwt.; new-crop for February-April shipment. 260s., c.i.f. Jamaican, new-crop, February-April shipment, No. 3, 410s., c.i.f. value; No. 2, 420s., c.i.f.; No. 1, old-crop, 550s. per cwt., nominal, spot.

Guaiacum. - Spot quotations are from

3s. 3d. to 3s. 6d. per lb.

GUM ACACIA.—A strong market. Kordofan cleaned sorts on the spot, 132s. 6d. per cwt.; for March-April shipment, 106s., c.i.f.

Henna,—Indian green is offered at 100s. per cwt., ex warehouse London. Sudanese,

for shipment, 110s. per cwt., c.i.f. IPECACUANHA.—No spot supplies available. Colombian for April-May shipment at 53s. per lb., c.i.f. Nicaraguan, for ship-ment, 54s. to 55s., c.i.f. No offers from

Brazil.

Irish moss.—No. 1 carragheen on the

spot, 100s. per cwt., nominal.

JALAP.—Vera Cruz, 9-11 per cent, resin, is available on the spot at 3s, 6d, per lb.; 15 per cent., 3s. 9d. Brazilian (14.5 per cent.) is 2s. 2d. per lb., spot London.

KARAYA.-Firm. Superior gum on the spot is valued at 430s, per cwt.; No. 1,

410s., spot.

LANOLIN. Anhydrous is quoted at from £135 to £150 per ton, as to grade.

Supplies are short.

LIQUORICE.—Anatolian natural root on the spot in London is valued at from 53s, to 53s, 6d, per cwt.; for shipment from origin, 49s, 6d., c.i.f.; Russian natural root is offered at 55s, per cwt., spot London, British block, 150s, to 195s, per cwt, as to grade. Turkish block juice is quoted at from 150s. to 220s., duty paid, according to holder. Turkish stick is from 170s. per cwt., duty paid. Italian stick is from 240s. to 475s. per cwt., duty paid.

Lycopodium.—Triple-sifted material, on the spot, is quoted at from 11s. per lb.,

duty paid.

Mace.—West Indian pale blade is nominal at 9s. 6d. per lb.; for shipment, 9s. 3d., c.i.f.

Male fern. — Steady. Jugo-Slavian material on the spot is 55s, per cwt.; for

shipment, 48s., c.i.f.

Menthol.—Chinese on the spot is quoted at 100s. 6d. to 102s. 6d. per lb., duty paid; for February-March shipment from Hong Kong, 90s., c.i.f., quoted. Brazilian, for April-May shipment, 82s. 6d., c.i.f., value.

MERCURY. - Spot quotations are from £73 10s. to £74 per flask, ex warehouse.

Myrrh. -- Aden sorts, quoted at from £10 10s. to £12 per cwt.; siftings, £6 10s. to £7; both spot London.

Nutmegs.—West Indian 80's, 4s. 9d. per lb., nominal; unassorted, 3s. 9d., and wormy, 3s., spot London

Orris root.—Florentine is offered f shipment from origin at 140s. to 145s. p cwt., c.i.f.

Peru Balsam.—Very scarce. Supplies the spot are valued at 13s. 6d. per I duty paid. No offers from the origin.

PIMENTO.—Firm. Spot quotations a from 1s. 101d. per lb.; for shipment, 200

per cwt., c.i.f.

Rhubarb,—Chinese rough round on t spot is from 5s. to 7s. per lb. in bon Double Deer is 9s. 9d, per lb., duty pai

SARSAPARILLA.—Jamaican native red spot is from 2s. 6d. to 2s. 7d. per lb.; f shipment, 2s. 4d., c.i.f.

SEEDS.—Turkish Anise on the spot 150s. per cwt., in bond, and 160s. per cw duty paid in London. Caraway.—Dut is firm. Sellers are asking 225s, per cw duty paid, spot London. Celery.—Indi: is firm. Business has been done at 1s. 10! per lb., spot London. CORIANDER.-Ma ket continues firm though no business h been reported during the past week. Sp been reported during the past week. Sp English, 220s. per cwt.; Morocco, 220 per cwt., duty paid, and 210s, per cw in bond. Shipment, Morocco is quotin 205s. per cwt., c.if. London. Ctmin. Very little stock on spot: Cyprus, nomina 255s, per cwt., and Indian, 250s, per cw For shipment, India is asking 250s, per cw c.i.f., and the last offer from Cyprus w 275s. per cwt., c.i.f. DILL.—Indian, St per cwt., spot London. FENNEL.—Spot Indian, nominal at 125s. per cwt., Eur pean, for export only, 120s. per cwt., bond. FENUGREEK.—Market firm. Moroc on spot is 55s, per cwt., duty paid London, and 52s, 6d, in Liverpool. F shipment, 46s. per cwt., c.i.f., quoted.

Senega.—Offers from America have be made at 23s. 6d. per lb., c.i.f. Sma supplies are reported available on the sp

at about the same value.

SENNA.—Firm. Tinnevelly leaves, f.a. No. 3, 1s. 4d. per lb., spot, nominal, Ale andrian manufacturing pods, 1s. 9d. p lb., nominal, spot: Alexandrian brok leaves are nominally from 10½d, per l and siftings from 9d, to 9½d.

SHELLAC.—Spot F.O.T.N., pure is no 425s.; F.O. Standard 1, 445s.; and fit

orange, 460s, to 515s, per cwt.

STYRAX. - Firm, Spot supplies a available at 7s. 9d. per lb

Strophanthus.—Supplies of Kombé, 10 per cent., are available at about 20s. p lb., spot.

Tragacanth. — Firm. Prices of high grades are unchanged. No. 1 ribbon of the spot is £200 per cwt.; No. 2, £175 No. 3, £155; No. 4, £85.

Turmeric.—Madras finger is offered 100s. to 105s. per cwt., spot London.

VALERIAN.—Belgian on the spot is que ted at 185s. per cwt., spot. Indian is avai able at 145s, per cwt., spot.

# **Essential and Expressed Oils**

ALMOND.—Expressed sweet oil (B.P.) on he spot is from 5s, 6d, to 6s, 6d, per lb., s to quantity; Bitter essential oil, s.a.p., n the spot, is from 24s, to 55s, per lb., s to grade.

ANISE.—Quiet. Drums are available on he spot at from 15s, to 15s, 3d, per lb., i.f.; for shipment, 15s., c.i.f., sellers.

Bergamor.—Supplies on the spot are round 60s. per lb.

CARAWAY.—English-distilled is quoted at rom 45s.; imported oils are in the region f 35s, per lb., on the spot.

CASSIA.—Spot supplies are offered at 5s, to 36s. per lb.; for February-March nipment, 32s. 6d. per lb., c.i.f.

CITRONELLA.—Ceylon is now in the re-ion of 18s. 6d. per lb. on the spot; for 'ebruary-March shipment, 18s., c.i.f., now sked.

LAVENDER. — Firm. French, 38-40 per ent. linalol, on the spot is offered at 3s. 6d. to 55s. 6d. per lb.: 40-42 per cent., 5s. 6d. to 57s. 6d. Spanish spike is quoda at 22s. 6d. to 25s. per lb. on the spot. Lemon. — Hand-pressed Sicilian oil (4 er cent, citral) for shipment, 62s. to 65s., i.f., quoted.

LEMONGRASS.—A firm market. Spot notations are at 32s. 6d. per lb.; for Febıary-March shipment, 31s. 6d., c.i.f.

PALMAROSA.—Prices are in the region of 7s. 6d. per lb. for spot supplies; for shipent. 55s., c.i.f., quoted.

PEPPERMINT.—Chinese is quoted at from 3s, to 34s, 6d, per lb., spot; for shipent from Hong Kong, 31s, 6d, to 32s, if, Piperita is offered at from 57s, 6d. 65s., as to grade.

REFINED VEGETABLE OILS.—The National dible Oil Distributors' Federation adses increases in prices of edible oils (rened and deodorised) supplied by embers. New rates, as from January s, are as follows :—

	Cwt,	Imp. gall.	Approx. gall. (9-lb.)		
	s. d.	s. d,	s. d.		
ROUNDNUT	153 6	12 7	12 4		
AIZE OTTON	151 6	12 5	12 2		
LM KERNEL	150 6	12 4	12 I		

evon and Cornwall prices are 2s, per vt. or 2d. per gall, more than above rates. he cwt, prices are based on ½-cwt, loan per cans. Prices are based of \$\frac{3}{2}\text{cwt. noan}\$ per cans. Prices of oil in barrels and runs are as follows:—Loaned barrels loaned steel drums, 1s, per cwt. below ove rates; free barrels and free drums, per cwt. below above rates, plus cost container.

# Synthetics and Isolates

QUOTATIONS are per lb, and vary according to grade, quantity and seller.

ACETOPHENONE.—6s. to 9s. AMYL ACETATE.—2s. 6d. to 3s. AMYL BENZOATE.—5s. to 6s. AMYL BUTYRATE.—5s. 3d. to 7s. AMYL PHENYLACETATE.— 9s. 6d. to 12s. Amyl salicylate.—4s. 6d. to 5s. 6d. AMYL CINNAMIC ALDEHYDE.—118. to 148. THOLE.—26s, to 27s, 6d. Anisic alcohol.—67s. 6d. to 80s. Anisic aldehyde.—Ex paracresol, 15s. 6d. to 19s.; ex anethole, 42s. 6d. to 47s. 6d.

BENZALDEHYDE.—3s. 6d. to 4s. 6d. BENZOPHENONE.—9s. 6d. to 12s. BENZYL ALCOHOL.—Perfumers', 2s. 10d. to 4s. Benzyl acetate.—2s. 10d. to 4s. Benzyl benzoate.—Perfumers', 4s. 3d. to 58, 6d. Benzyl cinnamate.—128, 6d. to 148, Benzyl isoeugenol.—558, to 608, Benzyl propionate.—55, 6d, to 88, 6d. Benzyl salicylate.—88, 6d. to 128. BENZYL SUCCINATE.—118. 6d. to 158. 6d. BEN-ZYLIDENE ACETONE.—13s. to 15s. BORNEOL.—Recrystallised, 6s. to 8s. BORNYL ACETATE.—6s. to 7s. 6d. Bromstyrol.—33s. to 35s. Butyric acid.—5s. to 6s.

CINNAMIC ALCOHOL.—148. to 168. CINNAMIC ALDE-HYDE.—Synthetic, 68. 9d. to 7s. 6d. CINNAMYL ACETATE.—27s. 6d. to 30s. CINNAMYL BUTYRATE.— 278. 6d. to 308. CITRAL.—808. to 1008., as to grade. CITRONELLAL. — 558. CITRONELLOL. — Ex Ceylon, 758. to 808.; ex Java, 608. to 628. 6d. COUMARIN — 19s.

DIETHYL PHTHALATE .- 2s. 6d. to 3s. 6d. DI-METHYL BENZYL CARBINOL.—30S, to 55S. DIMETHYL HYDROQUINONE.—37S. 6d. DIPHENYL METHANE.—

6s. 6d. to 7s. 6d. DIPHENYL OXIDE.—5s. 6d. to 7s. ETHYL BENZOATE.—4s. 9d. to 6s. ETHYL BUTY-RATE.—5s. 9d. to 6s. 6d. ETHYL CINNAMATE.— 12s. 6d. to 13s. ETHYL CENANTHATE.—16s, to 18s. 6d. ETHYL SALICYLATE.—3s. 9d. to 5s. ETHYL VANILLIN.—518. EUGENOL.—308. to 338.

GERANIOL.—Ex Ceylon, 30s. to 35s.; ex Java, 70s. to 75s.; ex Palmarosa, 115s. to 120s. GERANYL ACETATE.—Ex Java, 75s. to 8os. Heliotropine.—25s. to 30s, Hydroxy-citronellal.-Perfumers', 120s, to 125s.; for soaps, 80s. to 85s.

INDOLE.—10s. to 15s. (per oz.) IONONE.—100 per cent., 130s. to 140s. ISOBUTYL ACETATE.—3s. to 4s. ISOBUTYL BENZOATE.-6s. 3d. to 7s. 6d. ISOBUTYL SALICYLATE.—5s. to 7s. 6d. ISOEUGENOL.— 35s. to 38s. Linalol.—57s. 6d. to 60s. Linalyl ACETATE. 67s. to 70s.

METHYL ACETOPHENONE.—10s. 6d. to 13s. 6d. METHYL ANTHRANILATE.—178. 6d. to 208. METHYL BENZOATE.—48. 6d. to 6s. 6d. METHYL CINNAMATE. 11s. 6d. to 12s. 6d. METHYL PHENVLACETATE.—6s. 6d. to 7s. 6d. METHYL HEPTYL KETONE.—36s. METHYL IONONE.—140s. to 145s. MUSK AMBRETTE.—45s. to 47s. 6d. MUSK XVLOL.—8s. to 10s. 6d. MUSTARD OIL.—Artificial, 11s. 6d. to 15s. Musk ketone.-45s. to 47s. 6d.

NEROLIN BROMELIA.—12s, to 15s. 6d. NEROLIN YARA YARA.—9s. to 10s. 6d. PARACRESYL ACETATE.— 8s. to 11s. Paracresyl phenylacetate.—10s. 6d. to 12s. 6d. Phenylacetaldehyde.—50s. to 65s. PHENYL-ACETIC ACID.—5s. 6d. to 7s., as to grade. PHENYLETHYL ALCOHOL.—20s. to 22s. 6d. PHENYL-PROPYL ALCOHOL.—278. 6d, to 30s. RHODINOL.—Nominal. SAFROLE.—118. 6d, to 138. SANTALOL.— 140s. Styrolylene acetate.—11s. to 14s. Terpineol.—Perfumers', 4s. 3d. to 5s. Terpinyl acetate.—7s. to 8s. 6d. Vetiverol.—525s.

# TRADE MARKS

From the "Trade Marks Journal," January 31

For all goods (5).

LORANSEC, AVLEXONE, 693,405-694,218, by Imperial Chemical (Pharmaceuticals), Ltd., London, S.W.1. VERIPAQUE, 694,578, by Bayer Products, Ltd., London, W.C.2.

For deodorants (5).

QUELETTE, 694,242, by Anbelco Ltd., London, N.W.9. (England),

For pharmaceutical preparations and substances, medicated confectionery, infants' and invalids' foods and medicated wines (5).

NUTRIPLEN, 693,781, by H. S. Whiteside & Co., Ltd., London, S.E.5.

For photographic apparatus and instruments (9). KODAPRINT, 688,978, by Kodak, Ltd., London, W.C.2.

For anti-dazzle spectacles (9).

BROW LINE, B691,234, by Optical Products, Ltd., London, E.7.

For non-medicated toilet paper (16).

HOMETEX, DOMESTEX, 692,496-B692,497, by Harold Wesley, Ltd., London, N.W.10.

For toilet, tooth, hair, nail and shaving brushes (21).

KENT, B685,978, by G. B. Kent & Sons, Ltd., London, W.I.

#### From the "Trade Marks Journal," February 7.

For industrial, scientific and photographic chemical products (1). For pharmaceutical products (human and veterinary), plasters, bandaging materials, and disinfectants all consisting of or containing paraamino-salicylic acid, but excluding preparations for deodorising the breath (5).

PAS-CILAG, 672,984 and 672,986, by Cilag Aktiengesellschaft, Schaffhausen.

For castile and shaving soap, soap powder and flakes (3).

THOM'S, 678,093, by David Thom & Co., Ltd., Salford.

For shampoos (3).

LANOSHENE, 688,454. by T. F. McCoey & Co., Belfast.

For cosmetic preparations (3).

SANS EGAL and device of woman, B690,960, by Bjarne Askvole, Copenhagen.

For non-saponaceous detergents (3). CHEER, 693,480, by Thomas Hedley & Co., Ltd., Newcastle-on-Tyne.

For pharmaceutical preparations (5).

LEMBAR, 690,252, by Rayner & Co., Ltd., London, N.18. LORZINEX, 690,881, by Wallace & Tierran, Ltd., London, W.4. TRADER-MIN, 692,798, by Allen & Hanburys, Ltd., London, E.2. SENSPRIN, ACNIFAX, 693,882-694,227, by Hough, Hoseason & Co., Ltd., Manchester. CERVOSED, 694,031, by Harker Stagg, Ltd., London, E.t. MERCAZOLE, 694,388, by British Schering, Ltd., London, W.S. (Human and veterinary). DIMENORAL, NEO-HOM-BREOL, 692,983-693,499, by Organon Laboratories, Ltd., London, W.C.2.

For medicated drinks (5).

GLUCOZIME, 692,051, by Citrus Products ( Ltd., Wembley.

For medicated preparations for external apple tion (5).

THERMOGENE MEDICATED RUB on cir lar label device, 693,156, by the Thermog Co., Ltd., Haywards Heath.

For insecticides (5).

Hungerford.

FRUTOX, SIMPLITOX, 694,147-48, by Met politan Chemicals (London), Ltd., Sittingbour For pharmaceutical preparations (human and erinary), infants' and invalids' foods (5).

DISTIVIT, 694,823, by The Distillers Co. (F chemicals), Ltd., Liverpool.

For electric shaving instruments and parts ther

KUB, B692,091, by Chilton Aircraft Co., L

For non-medicated paper face-cleaning tissues handkerchiefs (16).

VANITY, 694,125, by Freeder Brothers Pa Mills, Enfield.

# PRINT AND PUBLICITY

Medical Leaflets.-Leaflets, folders and book

obtainable from manufacturers include: -BURROUGHS WELLCOME & Co., 183 Euston Ro London, N.W.1: Products used in amœbic dys tery; aminophylline, B.W. & Co. (theophyll with ethy enediamine); Banocide, diethylcarbar zine for the treatment of filariasis; Tabloid bra cyclobarbitone; Tabloid brand Empirin (ace sa icylic acid) compound (4 pp.); Histantin al histamine; Infundin brand pituitary (poster lobe) extract; three Wellcome brand insuli Lubafax sterile surgical lubricant (4 pp.); Tabl brand Methedrine and Methedrine inhaler; N Epinine brand isoprenaline sulphate anti-asthma and Neo-Epinine spray solutions Nos. 1 and (6 pp.); Tabloid and Wellcome brand penici preparations; pethidine hydrochloride; Physepte analgesics; quinine; Stilbofax stilbæstrol ointme sulphaguanidine, Tineafax undecylenate ointm and powder (4 pp.); Wellcome brand diphthe prophy'actics (4 pp.) and Wellcome brand teta toxoid and antitoxins.

CIBA LABORATORIES, LTD., Horsham, Susse Antistin anti-allergic, and Antistin-Privine a allergic and vaso constrictor; Coramine ana'ep and preparations (12 pp.); Priscol (for improv peripheral circulation); Trafuril rubefacient pp.); and Trasentin antispasmodic (8 pp.).

MAY & BAKER. LTD., Dagenham: Diparcol ethazine hydrochloride; Garoin compound phe toin and phenobarbitone tablets; Myocrisin sodi aurothiomalate; pentamidine isethionate, M &

and Planoform butoform.

IMPERIAL CHEMICAL (PHARMACEUTICALS), L Wilmslow, Manchester: Avlon penicillin salts preparations (6 pp.); Cetavlon anti-bacteria! det gent (2 pp.); Lorexane lotion for head-lice c trol (4 pp.); sulphonamide therapy (abstract o monograph in the "British Medical Journal and Trilene trichloroethylene analgesic (8 pp.)

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Vitamin	D					1,000	I.U.	
Vitamin	$B_1$					1	mgm.	
Vitamin						0.	4 mgm.	
Vitamin						0.	5 mgm.	
Pantothe			l (sodiı	ım salt)		1	mgm.	
Nicotina	mid	.e				5	mgm.	
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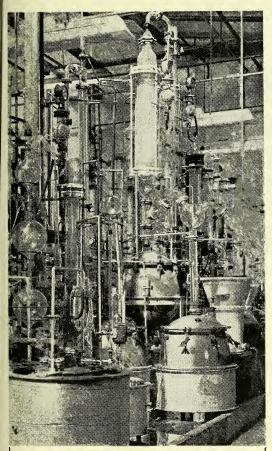
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' Gonan'

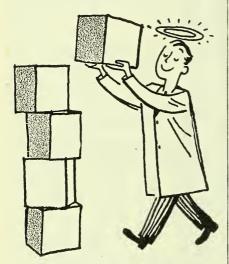
' Serogan'

Descriptive literature will be forwarded to pharmacists on request.

THE BRITISH DRUG HOUSES LTD. LONDON N.I

SHor/T/:

# Please keep our cases . . .



# we'll collect them!

It will help us greatly to maintain deliveries of Andrews Liver Salt if you will kindly put the empty delivery cases safely aside until our traveller can collect them. We allow 6d. each for cartons in good condition. **THANKS!** 

# ANDREWS

SCOTT & TURNER LTD.

ANDREWS HOUSE, NEWCASTLE-UPON-TYNE, 1
GT6/u/5'



# AMISYN TABLETS

combining

**ACETOMENAPHTHONE** 

and

**NICOTINAMIDE** 

for

**CHILBLAINS** 

EXEMPT FROM
PURCHASE TAX

Armour Laboratories

LINDSEY STREET · LONDON · E·C·I

Telephone: Clerkenwell 9011

.Telegrams: " Armosata-Phone," London





### SPECIAL DISPLAY TERMS

Parcels of 48 tins  $-33\frac{1}{3}\%$  and 5%

SHARP & DOHME LTD., HODDESDON, HERTS.

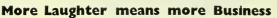


# AND MORE MONEY FOR YOU!

You're on to a good thing when you stock MOVIE-PAKS, the films home movie fans buy and keep! Already there are over 80 money-spinners in the MOVIE-PAKS range — and more and more

winners are issued regularly, bringing more and more eager customers to your shop, more and more money to your till! If you are not already a MOVIE-PAKS Dealer, now's the time to get started. If you are—

now's the time to boost your turnover still higher by ordering the 6 New MOVIE-PAKS!



Note these 6 New MOVIE-PAKS on 16mm. Sound and Silent and 8mm.

Abbott & Costello IN OYSTERS AND MUSCLES\* Charlie Chaplin IN CHARLIE THE TRAMP Cartoon for all Ages DICK WHITTINGTON'S CAT

Music! Music! Music! COUNT BASIE AND HIS BAND (16mm. Sound only)

2 New Adventures! THRILLS ON WHEELS\* 3 LITTLE BRUINS IN THE WOODS\*

\* Headline Editions (i.e. 100 ft. 16mm. Silent, 50 ft. 8 mm.) also available.



# Send your order today!

For copies of the Six New Movie-Paks to:-

G.B. FILM DIVISION (MOVIE-PAKS)

AINTREE ROAD · PERIVALE ·

G.B. Equipments Ltd. A Company within the J. Arthur Rank Organisation



PROPRIETARIES
SUNDRIES DRUGS
TABLETS & PILLS

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Amber Pharmaceuticals Ltd

Manufacturers of Fine Chemicals and Pharmaceutical Products

BYRON HOUSE, 7-9 ST. JAMES'S STREET, LONDON, S.W.I



# MACLEANS STRIKE A NEW NOTE



The Macleans historical series of advertisements for Peroxide Solid Dentifrice is to continue its successful run. These ads. have been appearing in the 'Children's Newspaper,' the 'Eagle,' 'Everybody's,' 'Illustrated,' 'John Bull,' 'Picture Post'—magazines with a total certified circulation of nearly 6 million. "Arm yourself to the Teeth" is proving another famous Maclean selling slogan. Arm yourselves for the steadily increasing demand!

MACLEANS LTD., GT. WEST RD., BRENTFORD, MIDDX.



# Solid ADVERTISING



Phone: Ealing 6616. Wires: Macleans, Brentford



£3,500 'snap' contest

will help you

sell still more

Dufay films!

All through this season country-wide advertising is going to spread the news of the month by month Dufay 'snap' contest . . . . more people than ever will be Dufay conscious, with the knowledge that the snaps they take on Dufay film may win them substantial prizes!

Be ready to supply your customers with the Dufay films they'll use all summer—watch your Dufay profits grow—and add to them the chance that the films you sell may win you a cash prize too.

Your Coronet Camera sales will shoot up too! £25 bonus is offered by Dufay to every cash prize winner using a Coronet Camera.

# DUFAY

THE NON-FLAM SAFETY FILM

A bright exciting showcard container of FREE ENTRY FORMS is available to all Dufay Distributors.

Send for yours to-day. Every Dufay film you sell can mean:

### FOR YOUR CUSTOMERS

Each month £270 in cash prizes, and 150 Coronet cameras.

# FOR YOU MR. DEALER £100 if you sell the grand final

prize-winning film.

£25 if you sell one of the three group final winning films.

£10 for every cash award winning film you sell.







For ready sales throughout the year,

For praise that rings out loud and clear;

This film is winning great renown —

Ferrania never lets you down!

Obtainable in the following sizes:—Roll Films (Ortho or Superpan) 20, 520, 27, 16, 516. 35mm cassettes and refills (F.G. Pan),  $1\times36$ ,  $3\times36$  and  $10\times36$ . Film Packs, (Superpan)  $3\frac{1}{4}$  in.  $\times2\frac{1}{4}$  in. and  $9\times12$  cm.

Technical Data Leaflets are available.





Sole Importers of Ferrania Products for Great Britain

# NEVILLE BROWN & CO. LTD.

77 NEWMAN STREET, LONDON, W. I Telephone: LANgham 7161 (6 lines Also available through these Provincial Wholesalers:—SOUTHALL BROS. & BARCLAY (1935) LTD., BIRMINGHAM BROOKS, PARKER & CO. LTD., BRADFORD: JAMES WOOLLEY SONS & CO. LTD., MANCHESTEI





The 'Methedrine' Inhaler will enliven your display. Smartly cartoned, it comes in neat display outers of 24 (assorted colours). Also available is this fine display stand—details on request or from our representatives. Bonus terms: one extra inhaler with every 24 ordered. Retail price: 2/- plus 6d. tax.

# The 'METHEDRINE'Inhaler

劳

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

# THE ORIGINAL



# Malt and Cod Liver Oil with the flavour that CANNOT be copied

Sole Manufacturers JEFFREYS, MILLER & CO. LTD Leyland Mills, Wigan Telephone: Wigan 2327

Telegrams: Maltum, Wigan



London Depot 19/25 Brookside Road, Upper Holloway, N.19

Telephone: Archway 3627

### REMEMBER - WINTER IS STILL HERE

MORE AND MORE
DISPENSING

means

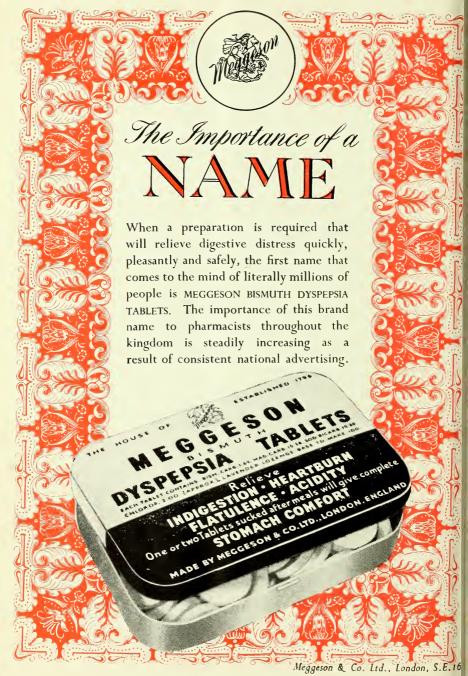
MORE AND MORE DISPENSING SUNDRIES!

Each day makes new demands on your dispensary and new demands, too, on your stocks of bottles, boxes, corks, drop bottles, dispensing measures etc. Keep up your stocks by sending your orders now.

# MACDONALD & SON LTD

HOPE MILLS, POLLARD STREET, MANCHESTER 4

Ardwick 1561/2



# MONSANTO CHEMICALS FOR EVERY INDUSTRY



ASPIRIN B.P. ASPIRGRAN Crystals and Powder A granular form of Aspirin specially evolved for direct tabletting.

PHENACETIN B.P.
SALICYLIC ACID B.P.
SALICYLIC ACID (technical)
SODIUM SALICYLATE B.P.

Crystals and Powder.

White Flakes. White Powder.

METHYL SALICYLATE B.P.
BENZOIC ACID B.P.
SODIUM BENZOATE B.P.
PHENOLPHTHALEIN B.P.
VANILLIN

PHENOL B.P.

Ice Crystals. Detached Crystals. Liquefactum B.P.

CRESOL B.P.
CRESANTOL 3 (Benzyl Cresol)
P.C.M.X. (Chloroxylenol B.P.)
CRESANTOL 15 (Chlorinated
Xylenols)

P.C.M.C. (Chlorocresol B.P.)

An auxiliary germicide.



### OUESTION OF OUALIT



WHAT IS THE DIFFERENCE BETWEE ORDINARY GUM TRAGACANTH AN

# Red Carnation BRANC

### UNCHANGING QUALITY

Whenever you order Red Carnation Brand, y know what you will be receiving—Gum Tragacan in a stabilised form as regards viscosity, colour a fineness of powder. You can be certain that it w be fresh because (1) it is packed in airtight til and (2) our large turnover obviates the risk of gu in stock deteriorating through long storage.

### FOUR GRADES AVAILABLE

Red Carnation Brand Gum Tragacantli h been graded into a series of four predete mined standards, so that no matter wh you re-order—next month or next year you can be certain of getting Gum Trag canth of the right characteristics to safegua the quality of your product.

- VISCOSITY established under expert supervision.
- PACKED in airtight tins,

The literature dealing with Gum Tragacanth is not readily accessible to the average commercial user. On request, you can obtain a free 12 pp. illustrated booklet telling The Story of Gum Tragacanth.

We are Britain's largest suppliers of Gum Tragacanth, we have a Research and Advisory Department which we shall be happy to place at your disposal to advise you as to the grade of Red Carnation Brand Gum Tragacanth most suitable to your purpose.

### KIMPTON BROTHERS LTD.

Established 1882

110 FENCHURCH ST., LONDON, E.C.3 Telephone: ROYal 5544 (5 lines)



# Buying Sunglasses?

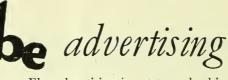
THIS 'COLD WAR' is an OLD 'WAR'.... A BATTLE AGAINST RISING PRICES!

> Stockpiling in America has resulted in an acute shortage of the raw materials necessary for the manufacture of Sunglasses; but although prices may tend to harden later in the Season, we are in the fortunate position of being able to continue last years' models and also to offer new styles with guaranteed 'Sales Appeal'.

Please ask your Wholesaler to show you our 1951 range;

models retailing from as low as Is. 0d. per pair.





Ebe advertising is out to make big sales at Easte Beginning in February and carrying on right up Easter, Ebe advertising will appear in all the leading class papers, including:—

Britannia & Eve, Country Life, Harpers Bazaar, Lady, Picture Post, Punch, Queen, Sketch,

Tatler, Vogue.

# Special EASTER PACKS

Special presentation packs have been prepared, which in themselves give festive air. Ebe advertising will make sales for Ebe products and bring interested purchasers wherever they are shown. Write for illustrated particulars of new Ebe packing, varieties, sizes. RETAILERS PROFIT 331% OF RETAIL PRICE

The OATINE Co., Ltd., 44 Kennington Lane, London S.E. 1



Stops dirt from getting into the skin

2/1 ATIN (Including P.T.)

Obtainable from your usual wholesaler

Trade Discount 25 'o

ROZALEX LTD., 10 NORFOLK STREET, MANCHESTER 2



 Your SALES are assured you stock SHADEINE!

Still the best hair tint. In all natural shades. Stocked by all wholesalers. Trade prices—I cz. 16/9 per doz., 2 oz. 29/7 per doz. Purchase Tax 100% Retail prices 3/3 and 5/9 per bottle respectively.



SHADEINE 49 Churchfield Rd. Acton, London, W THE



- Made of high grade cellulose
- Soft velvety texture
- Highly absorbent
- Can easily be cleaned by boiling
- Strong and resilient

DOES EVERYTHING
A SPONGE DOES
BETTER

Z/Y
INCLUDING

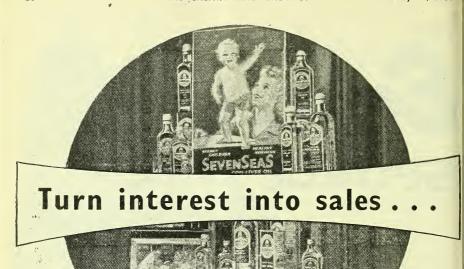
TAX

Distributors to the Chemists' Trade

# **FASSETT & JOHNSON LTD.**

86 CLERKENWELL ROAD, LONDON, E.C.I, also at 139 BATH STREET, GLASGOW, C.2

MACWILL & COMPANY LTD., 7 WEST ROAD, KINGSTON-ON-THAMES.



Everywhere, today, more people are recognising the value of Cod Liver Oil as the most popular supplementary source of fats and vitamins. Increased SevenSeaS advertising — in press, poster and cinema — is working for you, helping to build up a new and ever-widening market.

Here is a great opportunity. A striking window display like this will bring the customers into your shop . . . turn their interest into cash.

Make good use of it. Write today for these eye-catching SevenSeaS showcards and special window display material.

# SEVENSEAS

PURE COD LIVER OIL

British Cod Liver Oils (Hull & Grimsby) Limited, St. Andrew's Dock, Hull.

# CARNEGIE

Manufacturers of Cinchona Alkaloids



# QUININE and SALTS

ALKALOID
BISULPHATE
DIHYDROCHLORIDE
HYDROBROMIDE
HYDROCHLORIDE
SALICYLATE

SULPHATE B.P. 1932 & B.P. 1948

TANNATE

TOTAQUINE

# CARNEGIE QUININE WORKS LTD

WELWYN GARDEN CITY: HERTFORDSHIRE: ENGLAND

TELEGRAMS: CARNECHEM, WELWYN GARDEN TELEPHONE: WELWYN GARDEN 506 (4 tines)

'A CARNEGIES OF WELWYN' COMPANY

# TELLING MORE PEOPLE

Skin needs care.

For older children, Nivea prevents chafed sk

Skin needs

nds and they love its soft, cool smoothness. Nivea is a

Nivea, Nivea, Nivea . . . in the press, on the posters in fashionable magazines, favourite home weeklies, famous medical journals. Thanks

to a powerful advertising policy
your job of selling becomes more
and more a matter of stocking up to
meet the ever and always
increasing demand for Nivea:
Nivea the all-purpose skin
cream, Nivea for the nursery, Nivea

for the surgery, and Nivea, a beauty essential.





GNT

# IS GATINGER INVENTIONAL PROPERTY OF THE PROPER

# SELLING MORE NIVEA

# MOTHAKS



Of all the numerous preparations offered to the Public from time to time to combat the menace of moth damage, MOTHAKS alone have stood the test of time and given general satisfaction.

Sales exceed fifty million a year.

MOTHAKS sell easily, because they are known to do all that is claimed for them. The name MOTHAKS has become a household word.

It certainly pays to concentrate on MOTHAKS, the leading product of its kind. Steady profits are assured and goodwill increased where MOTHAKS are kept on show.

A powerful advertising campaign in the national daily newspapers and leading women's magazines, will be steadily maintained throughout the Spring and Summer months, and will create a record demand.

Most attractive new show material and professionally installed window displays will enable you to reap the utmost benefit in sales from MOTHAK advertising.

Sole Makers:

### THOMPSON & CAPPER WHOLESALE LTD.

Speke Hall Road, LIVERPOOL, 19.



ORIGINAL

# LANETTE WAX SX

For the manufacture of superior shampoo preparations:-

# CYCLORYL TA

(Triethanolamine Lauryl Sulphate (liquid). Active matter 46-48%)

# CYCLORYL MA

(Ammonium Lauryl Sulphate (liquid). Active matter of equal strength to Cycloryl TA)

Write today for samples, leaflets and quotations:-

### CYCLO CHEMICALS LTD.

MANFIELD HOUSE, 376 STRAND, LONDON, W.C.2.

Tel: TEMple Bar 5993



# Troubles

WILL ALWAYS MAKE SALES

for

# ANTEXEMA

(LIQUID ZYLOPLASTIN)

- ECZEMA INSECT BITES
- ACNE CHILBLAINS
- CHAFED SKINRASHES

All the above quickly yield to ANTEXEMA. A recent addition to the POTTER & CLARKE range in a modernised pack.





LANE, LONDON, E.I. Grams: Horehound, Phone, London.

77 DANTZIC STREET, MANCHESTER 4

Phone : BLACKFRIARS 8734 Grams : Horehound, Manchester 62 ORBISTON STREET, MOTHERWELL Phone : MOTHERWELL 1413 Grams : Horehound, Motherwell

Agents in Northern Ireland:
HAROLD MITCHELL & Co. Ltd., 321 Grosvenor Rd., BELFAST. Tel. 24356



# HALEX TOOTHBRUSH BONUS BIGGER THAN EVER!

For a limited period you can make up to  $72\frac{2}{3}\%$  profit on one of Britain's most attractively advertised toothbrushes. There are two parcels to choose from:—

PARCEL 'A'

contains one gross of Halex Rondated toothbrushes PLUS a bonus of 18 toothbrushes FREE and tax paid.

RETAIL SALES VALUE TO YOU 36/-. TOTAL PROFIT ON COST: 72%%

Never before have Halex toothbrushes been offered on such generous terms. All we ask in return is a promise of a fortnight's window or counter display.

PARCEL 'B'

-also very profitable-contains ½ gross of Halex Rondated toothbrushes PLUS a bonus of 6 toothbrushes FREE and tax paid.

RETAIL SALES VALUE TO YOU 12/-. TOTAL PROFIT ON COST: 66 3 %

ASK YOUR WHOLESALER FOR FULL DETAILS TODAY!

# Free Showcard!

Each bonus parcel contains this very attractive showcard. And you get a free permanent plastic show-stand if you ask for one.

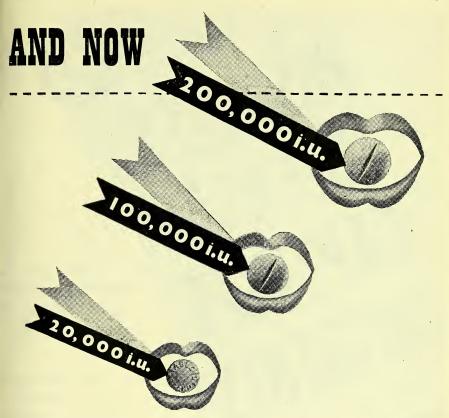
### TWO NEW BRUSHES TAKE A BOW!

In each bonus parcel you'll find two dozen Halex toothbrushes, No. 260-the new, improved short-head brush with four rows of nylon. Parcel 'A' contains a dozen No. 190, the new and better child's brush. Both Rondated, of course. Both bound to be favourites.



LIMITED

HIGHAMS PARK, LONDON, E.4



# From STRENGTH to STRENGTH

Increasing numbers of doctors prescribe 'Tabloid' Penicillin in order to reduce demands on their time and to obviate the discomfort of injections in their patients.

Three strengths of this orally-administered preparation—20,000 i.u., 100,000 i.u. and 200,000 i.u.—are now available. The two

larger strengths are each scored for division. Thus doses of 20,000 i.u., 50,000 i.u., 100,000 i.u. and 200,000 i.u., or multiples of these, can be given accurately.

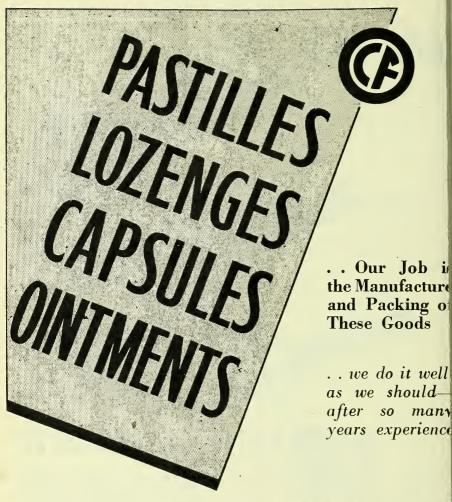
'Tabloid' Penicillin, 200,000 i.u. and 100,000 i.u. are each issued in tubes of 10, 20,000 i.u. in bottles of 20.

# 'TABLOID' PENIGILLIN

FOR ORAL ADMINISTRATION



BURROUGHS WELLCOME & CO. (The Wedlcome Foundation Ltd.) LONDON



OUR ORGANISATION IS ALWAYS AT YOUR SERVICE

WARRICK BROS. LTD.
WARREX LABORATORIES
LONDON, N. I



Joseph Jewell (Luke Howard's foreman) who was in 1813 co-opted as a partner, left behind him a quaint autobiography in doggerel verse describing his rise to fame. Speaking of his new responsibilities as a partner he says—

I first the places overturn'd
Where I thought too much fuel burn'd,
In wasteful conflagration;
And when I had them built again
I saved six fires out of ten
By such an alteration.

Although almost 140 years ago the need for economy in fuel had not the significance it carries today, it is quite clear that Jewell worked for utmost efficiency and the highest standards in fine chemical production—a tradition which is still maintained by Howards today.

# Safe as HOWARDS

Bromides, Citrates
Iodides, Iron Salts
Bismuth Salts
Sodium Bicarbonate



Lactates, Aspirin Salicylates, Ethers Quinine Salts Tablets, etc. etc.

HOWARDS & SONS LTD . ILFORD near LONDON

TBW/FC

# ALL BRITISH PRODUCTS



NIPAGIN NIPASOL NIPASEPT NIPABUTYL NIPABENZYI

PRESERVATIVES
AND ANTISEPTICS

available in both Purified standardised and Technical Grades and as

Sodium Compounds

# PROGALLIN (AandP) ANTIOXIDANTS

available in both Purified-standardised and Technical Grades

PHENOXETOL THE SPECIFIC AGENT against Gram-negative Organisms

Consult the Nipa Laboratories Service Department regarding your manufacturing problems and requirements for Preservatives, Antiseptics and Antioxidants

# NIPA LABORATORIES

TREFOREST TRADING ESTATE or CARDIFF
TEL . TAFFS WELL 128

Sole Distributors for the United Kingdom P. SAMUELSON & CO.

Africa House, 44/46 Leadenhall Street, London, E.C.3

Telephone: Royal 2117/8

# specialists in the manufacture of Aspirin Salicylates and Allied Products

THE SYMBOL OF



QUALITY AND SERVICE

IN THE DIFFICULT DAYS AHEAD SHORTAGES
WILL INEVITABLY OCCUR BUT WE SHALL
MAKE EVERY EFFORT TO SATISFY OUR
CUSTOMERS' REQUIREMENTS

# Graesser Salicylates

SANDYCROFT NEAR CHESTER Ltd.

Phone: Hawarden 2125 Grams: Qualty, Chester



Telegrams:
"Rileys Hapton"

HAPTON near

Telephone : Padiham 290/1





# Corine GLAMAPAK

# PETAL-SOFT



Absorbent Petal Soft, New fold tissues, Improved Fold for Boudoir, Bathroom or for travel use. Conveniently of pensed from specially constructed, attractively princartons, designed for immediate single selection of c oured tissues without contamination. Each box conta 100 single sheets 9" x 10" folded 4½" x 5". Obtaina in white only or supplied assorted tints and self color

# THE POCKET PAC

Specially designed Dispenser Carton contains regular sized tissues (12 pulls) white only, fold 2½" x 5" for handbag, school and travel u Packed in Display Boxes containing 1 doz cartons-convenient for distribution, ideal 1 counter display.

supplied with embossed hem-stitched CARRIES FULL PROFIT MARGI borders in Cellophane Pack. FOR WHOLESALER AND RETAIL

# FREEDER BROTHERS PAPER

\* HANKIES also

BRIMSDOWN, ENFIELD, MIDDLESEX

Telephone: Howard 1847 (5 lines).

Telegrams: Sylkocrepe, Enfield, Middless

ANIS OIL AGAR AGAR ALOES CAPE and CURACAO **BELLADONNA LEAVES and ROOT BERGAMOT OIL** CAMPHOR, JAPANESE CHILLIES CINCHONA BARK DIGITALIS LANATA LIQUORICE ROOT and JUICE MENTHOL CRYSTALS **ORANGEPEEL** PEPPERMINT OIL SAGE LEAVES STROPHANTHUS SEED TONQUIN BEANS and all other crude Drugs, Essential

### Oils and Spices. IOHN KELLYS (LONDON) LTD

24 OLD BROAD STREET, LONDON, E.C.2 Telephone: LONdon Wall 4882, 6585, 6586 Telegrams: "Ergotine, Stock, London"

NEW YORK: Kellys America. Limited, 2 Broadway, New York, 4 Telegrams: "Ergotine" New York.

SURGICAL APPLIANCES and SUNDRIES ABDOMINAL BELTS and CORSETS SUSPENSORY BANDAGES JOCK STRAPS ELASTIC HOSIERY TRUSSES CHEMISTS SUNDRIES



Appliances N.H.S. All types Special terms to wholesales

Write for price list

CHARLES WILLIAMS & Co. (Propr.: A. G. Price)

BEESTON

NOTTS



THE CHEMIST AND DRUGGIST

Phone: PERIVALE 9121 (4 LINES) Grams: ACIDOLAN GREENFORD MIDDX

For Home and Export

ADRENALINE
BENZOCAINE
DIASTASE
PANCREATIN
PAPAIN
PEPSIN
PHENAZONE
THEOPHYLLIN

ESSENTIAL OILS TERPENELESS OILS

ETC. ETC.

PERFUME BASES

AND ISOLATES

A wealth of experience backs our ability to produce exacting Floral odours and intricate Bouquets.

We cater for your special needs.

Write for Samples and Prices Our Worldwide connections enable us to quote to special advantage.

DEGN

CHAS. ZIMMERMANN & CO. LTD

EGA WORKS, WALMGATE RD, PERIVALE, GREENFORD, MIDDX



N APPROVED METHOD OI

Family Hanning.

### GYNOMIN

Regular medical and national publicity will bring increasing demands to your pharmacy. Medical literature available to pharmacists on request. The scientifically balanced, antiseptic and deodorant contraceptive tablet. Spermicidally efficient and recommended extensively by the medical profession.

SPECIAL QUANTITY DISCOUNTS MEAN EXTRA PROFITS.

3 doz. tubes at 31/6 per doz. less 50/6 doz. " " " " " " " 7½ 12 doz. " " " " " " " 12½

Retail price 3/6 per tube of 12 tablets. Order from your wholesaler.



- Manuf .ctured by -

### COATES & COOPER LTD

PYRAMID WORKS · WEST DRAYTON · MIDDLESEX

#### "CELLOPHANE" BAGS

	A	FE'	W STC	CK	SIZ	ES.	ALL	PER I,	000
13	x 23		14/-	31	x 63	33	/-	5 x 5	33/-
1	x 4 ^		20/-	4	x 4	26	/-	51 x 61	42/-
3	x 5		27/6	4	x 7	38	/6	5 x 9	50/-
			33/-			42			55/-
								_	-

"CELLOPHANE" SHEETS FOR WRAPPING Also ROLLS and SHEETS PLAIN and COLOURS

Large stocks of WINDOW DRESSING PAPERS, Etc SAMPLES WITH PLEASURE

ALLAN'S 37, FARRINGDON STREET, LONDON, E.C.4.
PHONE: CENTRAL 5947 - GRAMS: SUNFLECTA, CENT, LONDON
(INNER HOLD BY MANUEL)



2 d. STOCKING (except Blrck)
4d. COLD WATER, CURTAIN
and Black Stocking Dyes
Order Dyes and Shade Cards from our Agents
6t. Briton: W. B. Cartwright Ltd., Rawdon, Leeds
N. Ireland: T. McMullan & Co., Ltd., 42 Victoria

St., Belfast. Eire: May Roberts (Ireland) Ltd., Grand Canal Ouay, Dublin, C.6

### **ROURA & FORGAS LIMITED**

Sole Sterling Area Suppliers of

### ITALIAN QUICKSILVER

HANOVER HOUSE, 73/78 HIGH HOLBORN, LONDON, W.C.1

Telephone Nos. HOLborn 0517/9



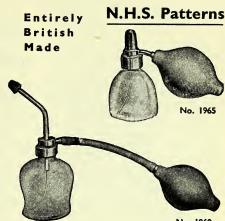
SAMCO Atomisers and Sprays differ from types general use in that each model is a Scientific strument specially designed to handle all types of raying compounds without the necessity to adjust a nozzle of the instrument in any way.

Each instrument is manufactured and assembled mathematically exact limits thereby assuring iform performance.

Materials of the finest quality only are used and components in direct contact with fluids are ade of pure nickel, which is impervious to every own substance used in medical prescriptions.

All components are heavily chromium plated.

All SAMCO models are pressure operated, thus suring complete atomisation.



No. 1960

Supplies available from your usual wholesaler . . .

TUAL MANUFACTURERS

one: EUSton 1757 & 5514

### S. MURRAY & Co. Ltd.

45 ST. PANCRAS WAY . . . . LONDON . . . . N.W.I



Ingrams
PERFEX: ENEMA

No Enema has enjoyed such universal approval as Ingram's 'FERFEX.' Beautifully finished in first-quality seamless rubber and perfectly hygienic. Complete with bone rectum pipe and rubber vagina pipe and leather shield. All housed neatly in attractive box.

Berless and

and in many foreign lands, the name Ingram's, for over 100 years has become synonymous with all that is best in surgical Rubber goods of quality. In Hospitals, Health centres, Clinics and the home an Ingram's product is accepted with confidence.

J. G. INGRAM & SON, LTD Hackney Wick, London, E.9



# Higher Thermal Efficiency means HIGHER sales

VACCO vacuum flasks and vacuum jars have Higher Thermal Efficiency—a vital benefit that reduces temperature change to a minimum.

The Model S.C. flask is of I pint capacity and of pleasing design with a quality finish in durable enamel.

The VACCO jar Model J. 101 has a  $3\frac{1}{2}$  wide mouth and a capacity of more than 2 pints. The canister is stove enamelled in green, blue or red, with an attractive crackle finish, and is fitted with a sturdy polished aluminium handle.



MADE IN ENGLAND

Enquiries to:

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### it's time to stock up



# Goodalls WATERGLASS

EGG PRESERVATIVE

You can sell Goodall's Waterglass with confidence, knowing full well that it is a first-class product, well-advertised, absolutely reliable in use. It gives a clear and clean fluid and keeps eggs in good condition for approximately two years. With greater supplies of eggs in the shops during the peak months, poultry-keepers will be preserving more of their egg harvest for winter use. This means that you can expect more requests for Goodall's Waterglass, so keep plenty in stock. Tins are completely leakproof so you can store with safety.

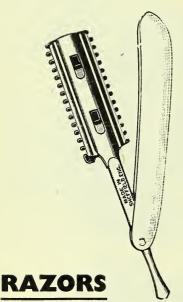
No. 1 Size preserves 80/100 eggs.

No. 3 Size preserves 320/400 eggs.

No. 2 Size preserves 160/200 eggs. No. 4 Size preserves 560/700 eggs.

GOODALL, BACKHOUSE & CO. LTD., SOVEREIGN STREET, LEEDS

### URHAM) - UPLEX RAZOR CO., LTD.



The Durham-Duplex Razor is still being manufactured. The present shortage of raw materials may restrict this production, but every effort is being made to hold our present standard.

### BLADES

There is no shortage at the moment of the Durham-Duplex Blades, production is increasing and we are hoping to give immediate delivery in the near future.

**DURHAM-DUPLEX RAZOR** CO., LTD.

72 ARUNDEL STREET SHEFFIELD.



Write for Samples and Prices

JOHN GOSHERON & CO LTD GAYFORB ROAD LONDON W12



# OVER 150 YEARS REPUTA

WIDOW WELCH'S FEMALE PILL 9d. BOX PROFIT by ordering I doze  $3/3\frac{1}{2}$  size. Bonus given on ever dozen (13). It pays to push this size

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BRITISH MADE CASH REGISTERS AND TILLS G. H. GLEDHILL AND SONS LTD

28 TRINITY WORKS, HALIFAX

### **Original Display Idea** Increases **Chemist's Sales**

I took a look round my shop one day. And I saw something I hadn't really noticed before. My counter and shelves were full of displays that weren't necessary! And it's probably the same in

your shop, too. We chemists clutter up our shops with displays of day-to-day lines which our customers would ask for anyway - because they don't need a reminder.

#### Money making idea

That's how I got my idea. I realised that now, more than ever, the public is looking for quality and value - and I was





looking for extra profit. So I looked around for a line which my customers needed, but perhaps wouldn't ask for automatically. And I chose Ibcol, the all purpose germicide and disinfectant. Why? Well, Ibcol certainly has first-class quality - leading hospitals wouldn't use it otherwise; as for value, I know from personal experience that Ibcol is so concentrated it goes much further than ordinary fluids, and it's so reasonably priced. It certainly brings me extra profit because it's a heavily advertised line and my customers ask for a bottle as soon as they see the prominent display on my counter."

Why not help yourself to this regular extra income by giving Ibcol display priority in your shop?

HERE IT IS! Ibcol comes in these handy, attractive display cartons containing doz. 2/- economy size or I doz. I/3d. size. For the little space they take up these cartons will yield you handsome, regular profits. If you have supply difficulties, write to Ibbetson, Barking, Essex.

This national leader will be backed by a nation-wide advertising campaign in 1951



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# Lloyd's Adrenaline Cream is the one proven cream

Though its amazing success has produced many imitations, Pharmacists should remember that it was with Lloyd's that this new "Trigger Spot" treatment was evolved.

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Lloyd's is the only Adrenaline Cream known to have been independently certified to retain its adrenaline potency for upwards of twelve months. Some imitations have been found to lose their adrenaline content in a few weeks and are then useless.

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Manufactured by

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Ask our representative to tell you about the model diver, lighthouse, small illuminated sign and counter displays. If he is not already calling, send us a postcard and we will remedy the matter.



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### QUATERNARY AMMONIUM COMPOUNDS

Now available commercially

### LEDA CHEMICALS LTD



are pleased to announce that they are now manufacturing the following quaternary ammonium compounds in commercial quantities:—

LAURYL PYRIDINIUM CHLORIDE

LAURYL PYRIDINIUM CHLORIDE (broad cut)

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LAURYL DIMETHYL BENZYL AMMONIUM CHLORIDE

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These compounds, hitherto only available commercially from America, are not being marketed by us under trademarks, but are intended as raw materials for pharmaceutical and cosmetic houses interested in using them in their formulations. In addition to the above range we are quite prepared to examine the possibility of manufacturing any other specific quaternary required, based on the higher Alkyl Chlorides.

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### Ve're sorry, but

circumstances beyond our control compel us to increase the prices of LUMA Anti-Rheu-matic Compound from February 19th, 1951 as follows:

#### Doz.

SMALL SIZE to 12/-+ 33 1/3% MEDIUM to 33/-P.T. LARGE "family" to 50/-2/-Consumer prices including

P.T. 8/-

#### BONUS OFFER . . .

on window display runs 13 to doz. on orders to the minimum of 60/-. Bonus parcels may be ordered and despatched direct and invoiced through your usual wholesale house. No increase in LUMA cubes and ointment prices. Small quantity of display exands available. Small quantity of display stands available.



NTI-RHEUMATIC COMPOUND

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Enquiries

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ESTABLISHED 1793

The Best and Safest Infants' Medicine of 150 years' standing

Does not contain any Scheduled Poison

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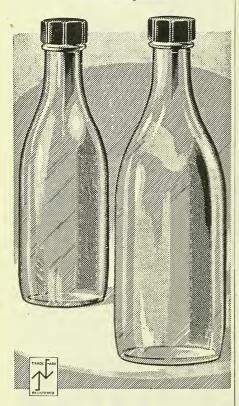
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#### CHAMPAGNE OILS

These bottles greatly enhance the presentation of packed oils. They are available in 2½ oz., 5 oz., 10 oz. and 20 oz. capacities.



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NO LOOSE WEIGHTS

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Hardened steel knife edges and bearings.

Complies with local Weights and Measures regulations. Finished in white enamel.

Also available

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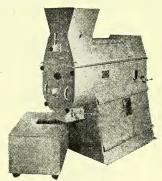
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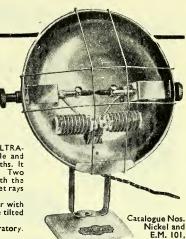
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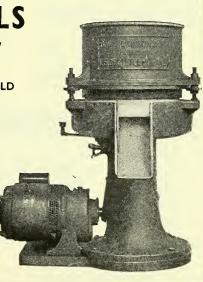
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Price £4.0.0. Tax Paid.

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 $2\frac{1}{4}$ " ×  $3\frac{1}{4}$ " with the new special features.

This re-styled Model of the ''Alpha''  $3\frac{1}{4}$ " x  $2\frac{1}{4}$ " Enlarger has been equipped with the

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Prices from

£13.19.6

Tax Paid. Complete with diffusing Screen and Lens.

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### MUMMY! You never know when it may happen



4.0 p.m. All's well - merry and bright!
But just a minute later, at . . .



4.1 p.m. Floods of tears! Another little

CHILDREN are for ever falling you can't stop them. But when they do, it is dangerous to be unprepared. A minor scrape may turn nasty and it is a market with the stop to the s

It won't fray at the edges. It will stretch in all directions, even when applied over a joint. You never know you have it on! Dalmas dressings are fiesh-coloured. They look, feel, and protect you like your own skin! Each Dalmas tin contains sizes and shapes to suit every kind of cut or sore place.

Better be safe than sorry! Put Better be sate than sorry! Fut Dalmas on your shopping list today —price 1/- at all chemists. The time may come when you—and your family—will be glad you were ready!



YOU CAN WASH WITH IT ON LOOKS, FEELS, ACTS LIKE YOUR OWN SKIN, STICKS TIGHT, WON'T FRAY STRETCHES IN EVERY DIRECTION

Look for the blue tin with the white hand



### **NEW** Dalmas advertising is now appearing in prominent national newspapers

HIS new consumer advertising appeals to mothers of all children! It encourages m always to keep Dalmas dressings in the ne. Regular insertions in famous newspers will give this campaign nation-wide erage.

Make sure you profit from the wide human erest this direct appeal will arouse! Stock lmas first-aid dressings today. They give % protection against water, grease, dirt l acid, and are impregnated with 5-aminoidine hydrochloride to lessen infection and promote safe, easy healing. Dalmas ssings stretch in all directions, yet edges k tight, cannot fray—they are skinoured, hardly show.

Palmas dressings are supplied in blue-andite counter sell-outs, price 8/6 per dozen two dozen tins, to retail at 1/- each. Place

r order now!

#### OTHER DALMAS PRODUCTS YOU WILL WISH TO SELL

DALMAS VACCINATION SHIELDS. A new waterproof vaccination dressing, retail price I/- for carton of two, or in the children's size I/- for carton of four.

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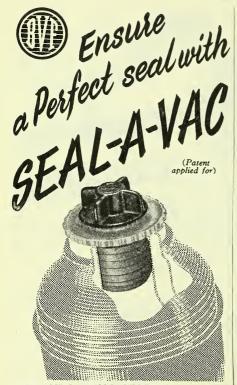
### DALMAS LTD.

LEICESTER (Phone: Leicester 65261)

London Depot: 140-142 St. John Street, E.C.1 (Clerkenwell 3399)

Leeds Depot: 14 Neville Street (Leeds 29764) Scottish Agents: Robert Telford, 29 Waterloo St.,

Glasgow, C.2 (Central 2716)



### THE EXPANDING STOPPER THAT WILL NOT 'POP-OUT'

Scientifically designed to ensure the highest thermal efficiency for flasks (hot or cold liquids). Cannot leak—is hygienic—dismantles quickly for easy cleaning — fits any one-pint flask with universal standard size neck.

Home and export enquiries invited.

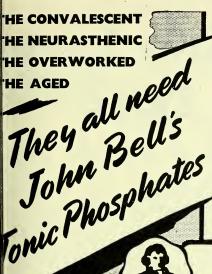
Packed in attractive counter display cartons containing 24, individually packed.

RETAIL PRICE 1/8 EACH

Produced by

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LISSENDEN WORKS, GORDON HOUSE RD., LONDON, N.W.S
Makers of the famous FRE ZEHEAT 'TWINKUP'
and TARTAN FLASKS, VACUUM JUG and
PICNICMASTER SETS.





Presented in an easily assimilated liquid form, this well-proved combination of strychnine and the glycerophosphates quickly wins the patient's confidence through its pleasing colour and palatability. Tonic Phosphates restores appetite, increases energy, and improves bodily tone—ensuring for the generally debilitated a properly balanced return to sound health.

Order John Bell's Tonic Phosphates now, to meet the demand which regularly develops at this time.

#### JOHN BELL'S TONIC PHOSPHATES

Retail Wholesale price price 4-oz. size ... 2/6 ea. ... 14/6 doz. Plus Tax

8-oz. size ... 4/3 ea. ... 24/6 doz. Plus Tax 16-oz. size ... 7/7 ea. ... 43/- doz. Plus Tax

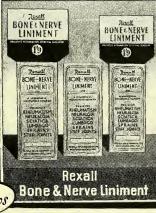
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Oxford Works
Worsley Bridge Road
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# Rexall Spring Concentration

February 26th - March 10th







Inquiries to: Rexall Drug Company Limited, Nottingham

# Display the Line that SELL



Now is the time to display Pineate when coughs are everywhere and Pineate Press Campaign is at its pe Every Pineate display means ex profit for you.

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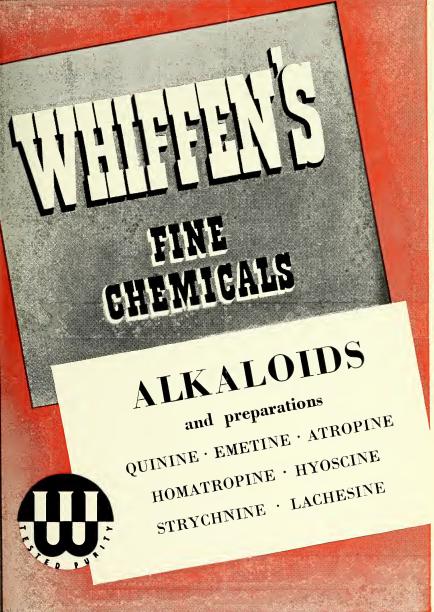
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